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Plant Location 1984

The one-volume reference for plant & office location.

25TH ANNIVERSARY ISSUE

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A LETTER FROM THE PUBLISHER

Twenty-five years ago PLANT LOCATION published its first directory geared toward helping the industrialist find new locations and markets for their growing companies. The intervening years since 1959 have brought many changes to the field of site location and economic development. The age of industrialization has given way to an era of reindustrialization and the emergence of office parks for service industries. Our population is shifting, resulting in changing marketplaces. 1984 brings with it many new technological advances that will affect our lives and businesses far into the future. If your company is to move ahead, it must keep pace with these changes. The PLANT LOCATION directory will give you the tools you need.

Before a company can expand or relocate there are many questions that must be answered and basic requirements that must be met. Data must be gathered and many contacts made. PLANT LOCATION simplifies the search for you by presenting all the basic information clearly and concisely. We have increased our editorial and statistical coverage in this 1984 directory to give you even more information than ever before. This enables you to start your search before you tip your hand — and there will be plenty of time after the initial research period to avail yourself of the professional help of the developers who are our advertisers.

PLANT LOCATION has been the site seeker's basic guide for the last twenty-five years. I hope it will help you in your new location plans or in planning your new markets. Happy hunting.

Sincerely,

Arthur J. McGinnis Jr.

Publisher
345 Hudson Street
New York, NY 10014

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P.O. Box 25100 - Department P4-Albuquerque, NM 87125 - Phone 505-842-0400

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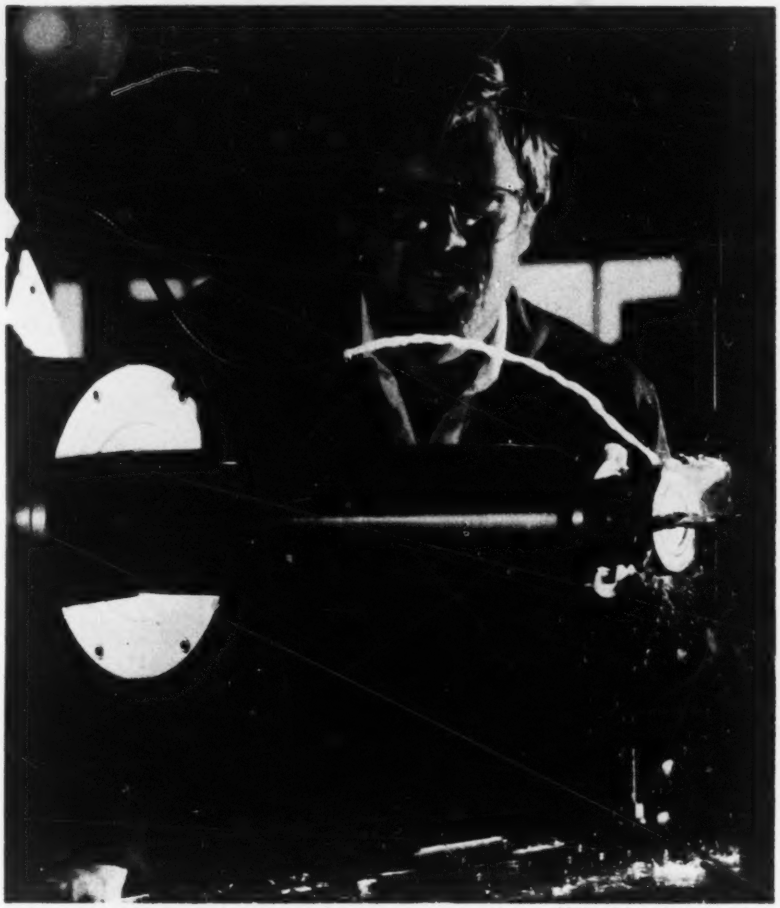
VIEWS OF NORTHERN IRELAND RARELY SEEN IN THE MEDIA

Downhill, Co. Londonderry.

“We were impressed by the caliber of the US companies here like Ford, Hughes, Du Pont and General Motors...”

Charles Grant, Works Manager, National Supply.



National Supply, Londonderry.

“Events have proved us right,” says Charles Grant of National Supply–a division of Armco. “We came to Northern Ireland because of the attitude to work here and achieved our rigorous production targets in five months instead of three years.”

That's one fact, and here are more about Northern Ireland. Up to 75% of plant construction and 90% of machinery costs can be covered by grants and tax breaks.

These kinds of facts have impressed the many other US companies who operate profitably in Northern Ireland.

We'd like you to have more facts. Call or write Ian Walters at the address below.

Northern Ireland

Judge us on the facts

IDB Northern Ireland

Industrial Development Board for Northern Ireland, British Consulate General, 150 East 58th Street New York NY 10155 (212) 593-2258

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Plant Location 1984

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BPA

AMERICAN ECONOMIC DEVELOPMENT COUNCIL MEMBER

A Silver Anniversary Perspective

How the pros in site selection see the last and the *next* 25 years

By Ted M. Levine, President, Development Counsellors International, and David J. Levine

Just think back a quarter century to the year 1959:

A former war hero, Dwight Eisenhower, was completing his second presidential term; the post-World War II "baby boom" was beginning to come to an end; the first Russian sputnik had been launched into space, and America was rushing to catch up; and

A new annual publication named *Plant Location* entered the young field of site selection based on serious study of economic factors—not just the whim of the chairman of the board. What has happened in this relatively new field since then? What is going to happen in the 25 years that will end in 2009?

To answer these questions, our company, Development Counsellors International (which itself started in 1960), turned to a "jury" of 19 recognized professional area developers who have dealt with thousands of site selectors. We asked them to give a hard, objective, and illuminating look at both the past and the future. They replied with hundreds of pages of impressions, anecdotes, ideas, and, in several cases, springboards for controversy.

SURVEY RESULTS

The thoughtful responses of the area developers are of great significance to those who have responsibility for guiding their companies in the proper selection of sites for industrial and office facilities. Together, the developers and selectors make up what has become a multi-billion-dollar business with increasingly high standards of professionalism.

Questions we asked and analyses of answers we received are summarized below:

Based on your own economic development experience and observations, what do you regard as the most important changes that have occurred since 1959?

Four major responses emerged, in this order:

1. A clearer and stronger focus on keeping and expanding businesses already situated in and area—in other words, retention as well as recruitment;
2. Increased emphasis on small-business activity;
3. Greater reliance on new tools—such as community loans, government grants, and industrial revenue bonds—to augment normal commercial borrowing in meeting capital needs; and
4. Enhanced appreciation of international trade and "reverse" foreign investment in U.S. facilities.

Some particularly interesting individual statements surfaced. Here are a few samples:

From **Norton Berman**, director of the Rhode Island Department of Economic Development: "The increase in business retention was beginning to replace 'beggar thy neighbor' raids of other states."

From **John Bordelon**, director of economic development at Gulf States Utilities: "With a 45% projected population growth in the southwest by the year 2000, the Sunbelt has become and will continue to be one of the major areas to pursue."

Richard Preston, president of the American Industrial Development Council Educational Foundation: "A greater and greater appreciation of the computer and its uses" was probably the No. 1 development in plant location during the last 25 years.

What trends will affect site selection most in the 25 years to come?

This question produced a wide variety of replies, a few of them quite imaginative—you might say far out. Many dealt—some of them critically—with what are called high-technology industries (more about this aspect further on). A sampling follows:

Jack Cawthorne, president, Scioto [River] Economic Development Corp., Portsmouth, Ohio, anticipates a four-day work week, with all it implies as to quality-of-life considerations in site selection.

Tom Ferguson, president, Dayton [Ohio] Development Council, similarly predicts "a much greater emphasis on quality-of-life factors, including educational opportunities, professional development, and cultural amenities."

He also predicted that another important development could be the possibility that "downtown office buildings as we know them today may become obsolete." He noted that one out of every ten offices in the U.S. is empty today.

Nathan Hayward, director, Delaware Development Office: "Biotechnology, artificial intelligence, and robotization."

Mark Kilduff, director of marketing services, Virginia Division of Industrial Development: "A stronger emphasis on community preparedness [by improving the local political, economic and social climate] rather than new-industry attraction."

Richard Knowlton of New York State Electric and Gas Corp. expressed these opinions:

"Most of the preliminary site-selection work will be done electronically rather than manually....

"As government intervention in the site-selection process begins to phase out, only those communities already prepared with their own existing development capability will make the grade."

Gordon Hubley of the Prince George's County Economic Development Corp. in Maryland: "The disappearance of highly paid, highly skilled 'blue collar jobs;' they will be replaced by a combination of robots, new production methods, and the export of jobs overseas."

Don A. Newton, executive vice-president, Birmingham [Ala.] Area Chamber of Commerce: "While some of the conditions will change, the [industrial developer's] basic job of feeding site selectors, particularly those in smaller companies, with honest, complete, and up-to-date information will remain exactly the same."

What are your impressions of two phrases—"high technology" and "industry retention"—that have begun almost to dominate the area development field during the last three years and will certainly continue to stir comment and controversy in the years to come?

As to "high tech," the most common adjectives applied by respondents to the phrase were "indefinable," "overused," and "overrated."

John Miller, an area developer for Consumers Power of Jackson, Mich.: "There are serious misunderstandings and the term has been grossly overused as it becomes more fashionable to be 'high tech'."

Adolph T. Schmidt, for more than a decade the director of the Rhode Island Development Council and now an area development consultant in Saunderstown, R.I.: "Twenty-five years ago, we called it electronics; now we call it high tech. There just isn't much difference."

Richard Knowlton of New York State Electric and Gas: "It's a current buzzword that will provide only about 5% of the necessary jobs in the future. Some educators and many politicians can't see beyond that 5% and overlook the value of the other 95%, which is basic industry and business."

The importance of so-called "business and industry retention" was generally much more highly regarded, although there was one skeptical respondent.

Kevin Couhig, assistant secretary of the Louisiana Office of Commerce & Industry, summed up the typical opinion with his comment: "Retention is simply the most important responsibility of any development group anywhere."

John Bordelon of Gulf States Utilities gave three main reasons for this view:

1. Promoting retention keeps existing jobs and possibly creates new jobs.

2. Area development agencies can help satisfy industry's needs to expand locally.

3. By working for, and then promoting, political and economic conditions that encourage local industries, area developers greatly improve the chances that local industrialists will give a favorable report to site selectors considering the area. That word-of-mouth is important.

Howard Benson, president of National Community Development Services, Inc., was the lone voice of skepticism: "I'm waiting to see real results from these so-called retention efforts. This is a field where action—not rhetoric—pays off."

Would you characterize economic development, as it is currently practiced, as a profession? Do you think it will become more professional in coming years?

The answers to both questions were overwhelmingly affirmative: 9 said yes to the first question, against 4 who said no. To the second question, the tally was 12 to 1 for "yes."

So, presumably, sometime in the next score of years we shall see agreed-on standards of competence, honesty, and integrity among area developers and site selectors—something akin to the standards of ethics and competency of physicians, lawyers, engineers, and architects. Let us hope that we can keep to a system of self-policing, with a minimum of government intervention!

Even among those who answered "yes," there were some reservations. To the first question (Are we now pro-

What Area Developers Think of Their Jobs

William Hackett

Tom Ferguson

Howard Benson

William Smith

Norton Berman

John Bordelon

Kevin Couhig

Gordon Hubley

In conducting the accompanying survey, we spoke with experts who have spent much or even most of their working lives in the site-location field. So we asked them a strictly personal question: What do you like about your career in the business, and what have been its drawbacks?

You could sum up the answers this way: As the Bible says, "Man doth not live by bread only" but finds other compensations as well; just the same, a little more money would help.

Here are some of the opinions that were voiced:

William T. Hackett, executive director, Mississipi Department of Economic Development, who previously led the state development program in Louisiana, said he enjoys his job because it provides "a new world every day." But there are elements that are not so good: "changing location in order to move up; money; and continuous stress."

Tom Ferguson of Dayton, Ohio, liked the fact that "an economic development career provides an opportunity to work with every sector of our society—big and small business and local and federal government."

Steve Kukan of Public Service Electric & Gas, Newark, N.J.: "A development career is satisfying and interesting. But, on the other hand, business is often cyclical and uncertain."

Howard Benson of National Community Development Services replied that he enjoys "the opportunity to make a difference and leave some footprints from the work I do."

Bill Smith of Consolidated Natural Gas commented on "the frustration I feel when my area can't qualify for a project for one reason or another."

Norton Berman of Rhode Island observed that his long years produced "modest financial rewards, and, on occasion, unpleasant media attention [that] can prove bothersome."

John Bordelon of Gulf States Utilities said he had seen that, "especially with state agencies, monetary rewards and fringe benefits are not up to par; relocation is necessary to move up in the field."

Kevin Couhig, a state developer for Louisiana, cited the "stridency and aggressiveness of economic development competition."

Gordon Hubley of Prince George's County, Maryland, seemed to be summing up for many others when he noted the psychic rewards of "aiding my local community in attracting new jobs and an expanded tax base during these very difficult yet also very exciting economic times."

—TML and DJL

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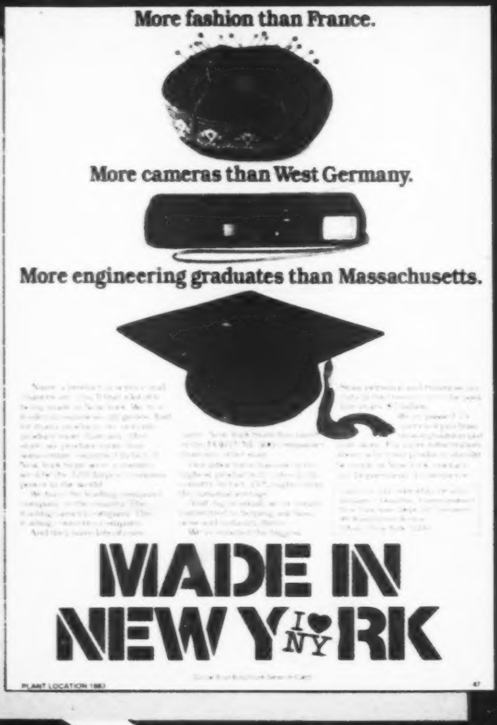

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PLANT LOCATION 1983

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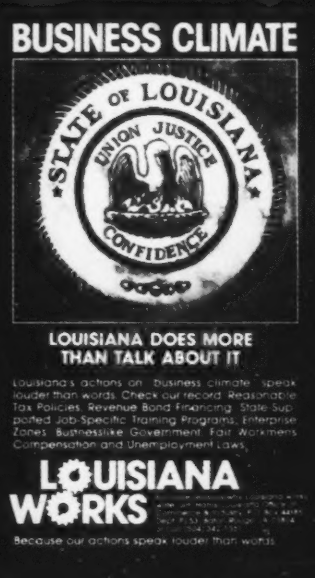

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LOUISIANA WORKS

Because our actions speak louder than words.

Quarter century improvement in marketing to site selectors

A sampling of advertisements in Plant Location from its beginning to its 1983 issue.

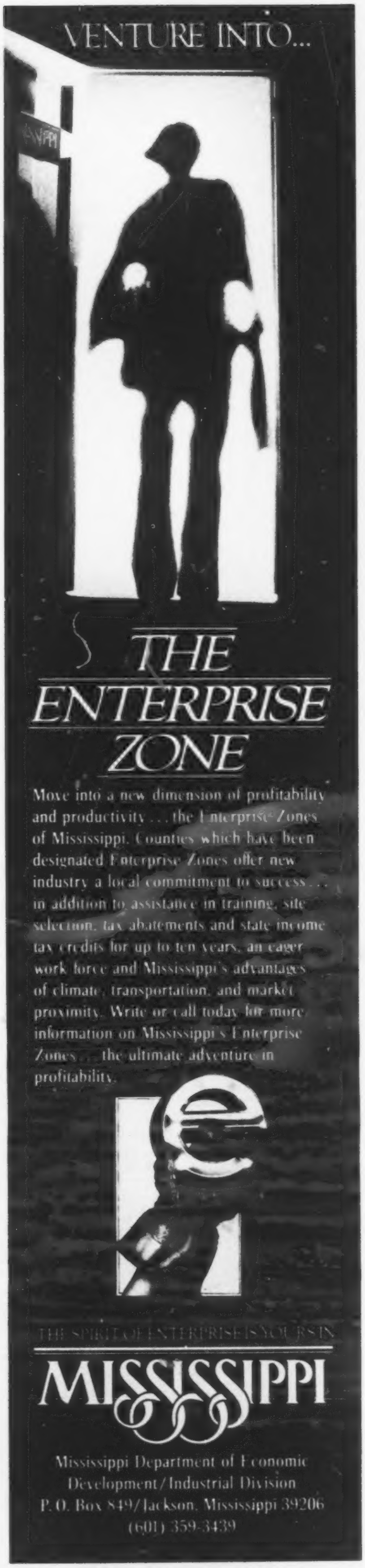
Just as area development practicioners have become increasingly professional in the last 25 years, so has their advertising become more attention-getting. This is pointed out by Ted M. Levine, one of the authors of the article immediately preceding this sampling.

In contrasting these and other advertisements in *Plant Location's* first issue (1959) and last year's, author Levine notes the following trends:

Much more use of color to increase visual appeal;

Clearer targeting of the ads to meet site selectors' needs;

Greater use of unusual offerings to satisfy the research curiosity of inquirers—for example, cassette tapes of statements by spokesmen for businesses already in the area being advertised.



Move into a new dimension of profitability and productivity . . . the Enterprise Zones of Mississippi. Counties which have been designated Enterprise Zones offer new industry a local commitment to success . . . in addition to assistance in training, site selection, tax abatements and state income tax credits for up to ten years, an eager work force and Mississippi's advantages of climate, transportation, and market proximity. Write or call today for more information on Mississippi's Enterprise Zones . . . the ultimate adventure in profitability.

Mississippi Department of Economic Development/Industrial Division
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(601) 359-3439

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Clockwise from upper right:

Nathan Hayward, Mark Kilduff, Richard Knowlton, John Miller, Don Newton, Richard Preston, Adolph Schmidt, Erwin Schultz, Patrick Sylvester.

fessionals?), **Richard Preston** of the AIDC Educational Foundation replied: "Yes, but barely." **Adolph Schmidt** of Rhode Island answered the second question (about the future) with: "Yes, I hope so." And **Jack Cawthorne** of Portsmouth, Ohio described economic development as a "semiprofession."

Can you list in priority order the major reasons a company selects one place rather than another to operate?

Respondents were almost unanimous in listing (1) availability and productivity of labor, (2) quality of life, (3) market location, and (4) community receptivity and assistance.

William Smith of Consolidated Natural Gas, headquartered in Pittsburgh, lumped several factors together by answering: "The lowest cost of production based on markets, raw materials, and labor."

Patrick Sylvester of the St. Lucia National Development Corp. in the West Indies, who is also a professor of economics in Pennsylvania, stressed "political stability and a high level of productivity."

What do you consider your outstanding personal triumphs in encouraging favorable site selection decisions?

Almost everybody had a favorite story. Here are a few:

Kevin Couhig Louisiana said the recent enactment of the state's venture-capital-investment tax credit was his crowning achievement.

Erwin Schultz, president of the Greater Syracuse [N.Y.] Chamber of Commerce, described a subtle combination of "site identification, federal grantsmanship, bank participation, and site-development marketing which resulted in five new inner city projects." By "site-development marketing," he referred to predevelopment of sites by the community to meet the forseen needs of site selectors.

John Miller of Consumers Power said he took particular pride in the result of almost limitless site location assistance to McElroy Metal: "It proved so valuable that ultimately the company chose Michigan after careful exploration within two other states."

Nathan Hayward of Delaware said that the state's Financial Center Development Act was perhaps his proudest achievement and "an excellent example of public and private cooperation." He reported that the legislation has attracted operations by 13 out-of-state banks to Delaware in the last two years, providing close to 2,000 jobs. This, he said, has led some national editorialists to describe Delaware as the "Luxembourg of the United States."

SURVEY'S MEANING

Even though it was conducted among area developers, this survey has great significance for site selectors. Two points seem to us to stand out as implications of the answers we received:

1. In today's competitive environment, successful area development takes a lot more skill than it did 25 years ago. It requires analysis, for example, to determine what attributes of an area will be not only attractive but also "right" for what businesses and industries. That takes training and the intuition that is born of commercial knowledge. The developer must "speak the same language" as the site selector and be able to identify his real needs, even if the selector is barely aware of them.

In other words, there must be a true professional-client relationship. Like a competent and trustworthy physician, the developer must have the capacity to divine what the site seeker is (or should be) looking for and the honesty, if he can't provide it, to say so.

On his side of the relationship, the site selector should demand this kind of service. He's entitled to it.

2. The developer has an obligation to serve the expansion-minded businesses in his own area as well as to try to lure logical companies from afar.

The better the job he does for those in his own locality, the more likely he is to be successful in attracting businesses that are looking around from the outside. ☐

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Distribution Location Trends

Savvy companies are cutting costs by moving facilities to the midwest. Here's why

by The Boyd Company, Inc.

Distribution warehousing location, next to overseas projects, has been the leading growth sector of our firm for the past 12 to 18 months," says John H. Boyd, president of the Boyd Company, Inc.

Looking ahead, he predicts that distribution-related assignments will rival high technology projects in his firm's 1984/85 workload.

According to Boyd, U.S. corporations spent $365 billion for new plants and equipment in 1983, with an all-time high percentage of that amount devoted to distribution and transportation-related investments. The great increase in transportation costs in relation to other costs (e.g. labor, power, taxes) has prompted many corporations to devote higher levels of capital spending to realignment, modernization and expansion of their distribution operations.

In industries such as food processing, pharmaceuticals, and chemicals, distribution is the fastest-growing and most profitable field. Recent projections indicate that chemical distributors are averaging 16% return on capital, a rate that ranks them within the top 5% of U.S. industries. Chemical distributor sales, estimated at approximately $13 billion in 1983, are expected to double by 1986.

Mid-continent tilt. While the shift of new industry to the South and Southwest in recent years has been widely noted, a more subtle and sustainable shift to mid-continent states (Missouri, Kansas, Nebraska, and South Dakota, for example) is also taking place. This shift is most apparent in the distribution industry, but both manufacturing and nonmanufacturing operations are also involved.

The Kansas City area is a good example of this movement. The midwestern city is emerging as a leading center for such diverse operations as national association headquarters, telecommunications, chemicals, and food processing, as well as for distribution. Its popularity can be attributed to the growing importance of logistics in today's deregulated, national market-oriented economy.

Several trends are behind this shift of distribution investment to the mid-continent region:

Deregulation. As a result of deregulation and increased use of private and contract hauling, shipping costs are becoming more a function of distance and geography than of artificial rate structures. Mid-continent locations, situated near both the geographic and population centers of the U.S., have become increasingly popular as distribution sites for firms serving national markets.

For example, Hallmark Cards operates its mammoth 1.6 million sq. ft. national distribution center in Clay County, Mo. The highly computerized 1.4 million sq. ft. W.W. Grainger facility also found a home in Clay County. And the Japanese, noted for their judicious site selection, have recently located three major national parts distribution centers in the same area.

Service cutbacks. Because of service cutbacks in some rural and small town locations, a city's ability to offer dependable transportation services—rail, over-the-road, piggyback, air, water, and telecommunications—from a variety of competing vendors is becoming an overriding factor in distribution location decisions.

A growing industry practice involves locating the distribution facility on a suburban site near well-established transportation hubs like Atlanta, Memphis, and Kansas City. An "established" distribution area will have a disproportionate amount of transportation/distribution activity vis-a-vis population. The Kansas City area, for example, is the 30th largest metro area in the U.S., but ranks as the second largest rail center and is one of the top ten trucking centers in the country.

Increased transportation costs. Of the major operating cost considerations of the facility planner, transportation has grown the most and, as a result, is playing a greater role in the site selection process.

Based on data from Boyd corporate location assignments between 1978 and 1983, transportation costs for a representative national distribution warehousing facility have skyrocketed 120%, versus similar rates of increase for electric power (57%), nonexempt labor (52%), construction (47%), industrial land (27%), and real property taxes (19%).

Bottom-line economics. As the country emerges from recession, comparative operating costs are playing a greater role in final site selection decisions for new distribution facilities. Unlike relocations of corporate headquarters or regional offices involving large numbers of transferees, the executive discretion involved in distribution site selection is less important than comparative economics and stability of service.

Boyd recently completed a comparative operating cost analysis which included six mid-continent locations—Chicago, Dayton, Minneapolis, Dallas, Denver and Kansas City—considered by his firm to be among the most active in new distribution locations in 1984.

The analysis compares operating costs for a 275,000 sq. ft. distribution facility employing 140 nonexempt workers and making annual shipments of 7.8 million lbs. Kansas City costs, keyed to a Clay County location, registered a least cost position, with annual differentials ranging from $10,583 (compared to Dallas) to $935,722 (compared to Chicago). The analysis is summarized in Table 1.

Labor and support services. Like the recent movement of high technology electronics firms from Silicon Valley and Boston to locations such as Raleigh/Durham and Austin, distribution companies are also following a clustering patter for reasons other than transportation and market orientation. Due to the growing sophistication and computerization of today's distribution centers, the availability of staff and specialized maintenance support services are gaining in importance.

Major distribution centers of the 1980s and 1990s, which will utilize computerized materials handling systems and in-office electronic data pro-

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The Boyd Company is one of the nation's leading corporate site selection firms, and provides site location recommendations throughout the U.S., Canada and the Caribbean for U.S. and overseas corporations.

cessing and telecomunications equipment, will tend to gravitate to areas that have shown precedent in providing the requisite labor and support services.

Changing face of facilities. Boyd notes that an increasing number of his firm's clients are choosing to locate their sales, customer service, accounting and other back-office clerical and data processing operations close to or on the same site as their distribution facility. Previously, these operations were performed at corporate headquarters or at district office locations.

This trend should enable office park developers in strong distribution cities like Denver, Dayton, Memphis and Kansas City to attract more diverse, high-caliber tenants. Sales and customer service-type office space generally costs less than half as much in an industrial park than in a downtown highrise or suburban office campus. That should be good news to distribution-oriented corporations rebounding from the recession.

Table 1 Comparative Annual Operating Cost Simulation

	Chicago Metro Area	Dayton Metro Area	Minneapolis Metro Area	Dallas Metro Area	Denver Metro Area	Clay County, MO
Transportation Costs ($1,000)						
Inbound	$ 300	$ 309	$ 312	$ 307	$ 323	$ 292
Outbound	624	629	677	654	666	628
Total Transportation Costs	$ 924	$ 938	$ 989	$ 961	$ 989	$ 920
Nonexempt Labor Costs						
Weighted Average Hourly Earnings	$ 8.85	$ 7.24	$ 8.64	$ 7.22	$ 7.78	$ 7.07
Annual Wage and Salary Costs ($1,000)	2,359	1,930	2,303	1,925	2,074	1,885
Fringe Benefits ($1,000)	849	695	829	693	747	679
Total Annual Labor Costs ($1,000)	$3,208	$2,625	$3,132	$2,168	$2,821	$2,564
Electric Power Costs ($1,000)	$ 91	$ 77	$ 65	$ 59	$ 73	$ 65
Occupancy Costs ($1,000)						
Amortization	$1,119	$1,070	$1,101	$1,059	$1,079	$1,063
Ad Valorem Taxes	276	148	305	145	189	153
Heating and Air Conditioning	210	158	188	61	156	128
Total Occupancy Costs	$1,605	$1,376	$1,594	$1,265	$1,424	$1,344
Total Power and Occupancy Costs ($1,000)	$1,696	$1,453	$1,659	$1,324	$1,497	$1,409
Total Annual Geographically-Variable Operating costs ($1,000)	$5,828	$5,016	$5,780	$4,903	$5,307	$4,893

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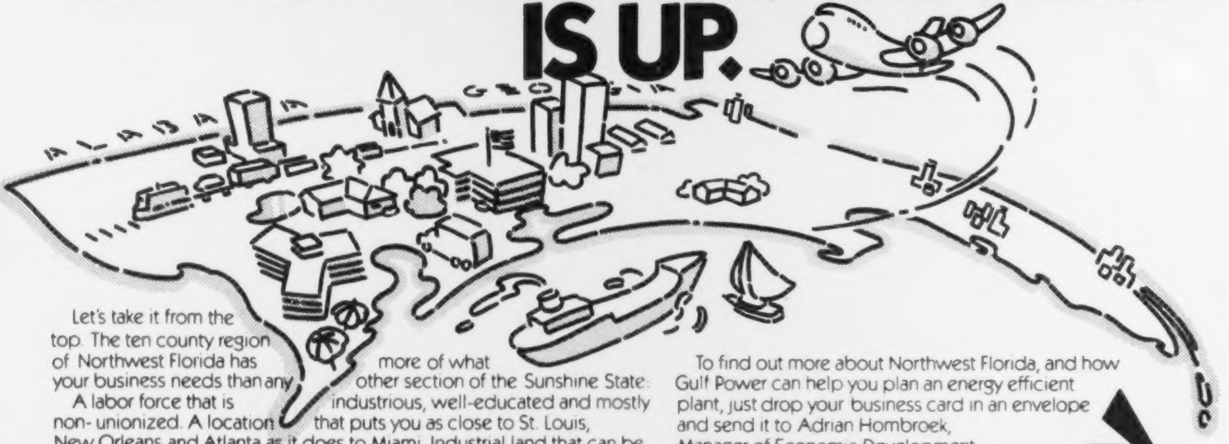

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'Turn off the lights' really is a saying on the way out

INFRACON SENSORS RESPOND to the presence of office personnel, turning lights on as they enter and off as they leave.

Not because the lights should remain on, but because automatic controls can make them energy-efficient

By Joseph H. Newman

A decade has passed since the devastating oil embargo of 1973. The price and availability of fuel have now stabilized, but—contrary to popular apathy—our need to use energy efficiently remains strong.

Just look at your company's electric and fuel bills. Utility rates are still rising because utilities must maintain and replace power distribution systems; develop new plants utilizing nuclear fuel or coal; revamp systems to handle two or more different fuels; and comply with stringent environmental or safety rules.

In office buildings, there is another reason for the rise in energy bills: the advent of the "computer age." Data processing technology has undeniably given us incredible new capabilities and increased work efficiency. And—in most cases—it has improved the way we do business. But at the same time, it has increased energy consumption.

In some buildings, the increases—generally between 5% and 20%—mitigate the energy savings that have been achieved in recent years through diligent conservation efforts. I am familiar with one computer installation that is responsible for 50% of a building's energy consumption.

Nevertheless, the computer age is here to stay. We must learn to respond creatively to its energy implications and continue to implement effective procedures to control energy consumption in general; the cost is too high to ignore.

Have you done these? When it comes to energy conservation, the best place to begin in any installation is with the basics. Chances are most of you have already taken advantage of the following opportunities within your buildings, whether they are large or small, new or old:

- Lower room temperatures during the winter and raise them during the summer (a change of only a few degrees brings substantial savings without inconveniencing personnel). Various types of thermostats and controls, now in widespread use, accomplish this goal effectively;
- Use more efficient fixtures and lamps, and fewer lamps;
- Replace old window air-conditioning units with new, high-efficiency models;
- Install new and more efficient central and local heating, ventilating, and cooling systems;

Mr. Newman, who has 30 years of experience in building, is president of Tishman Research Corp., an affiliate of Tishman Realty & Construction. He is former chairman of the National Institute of Building Sciences.

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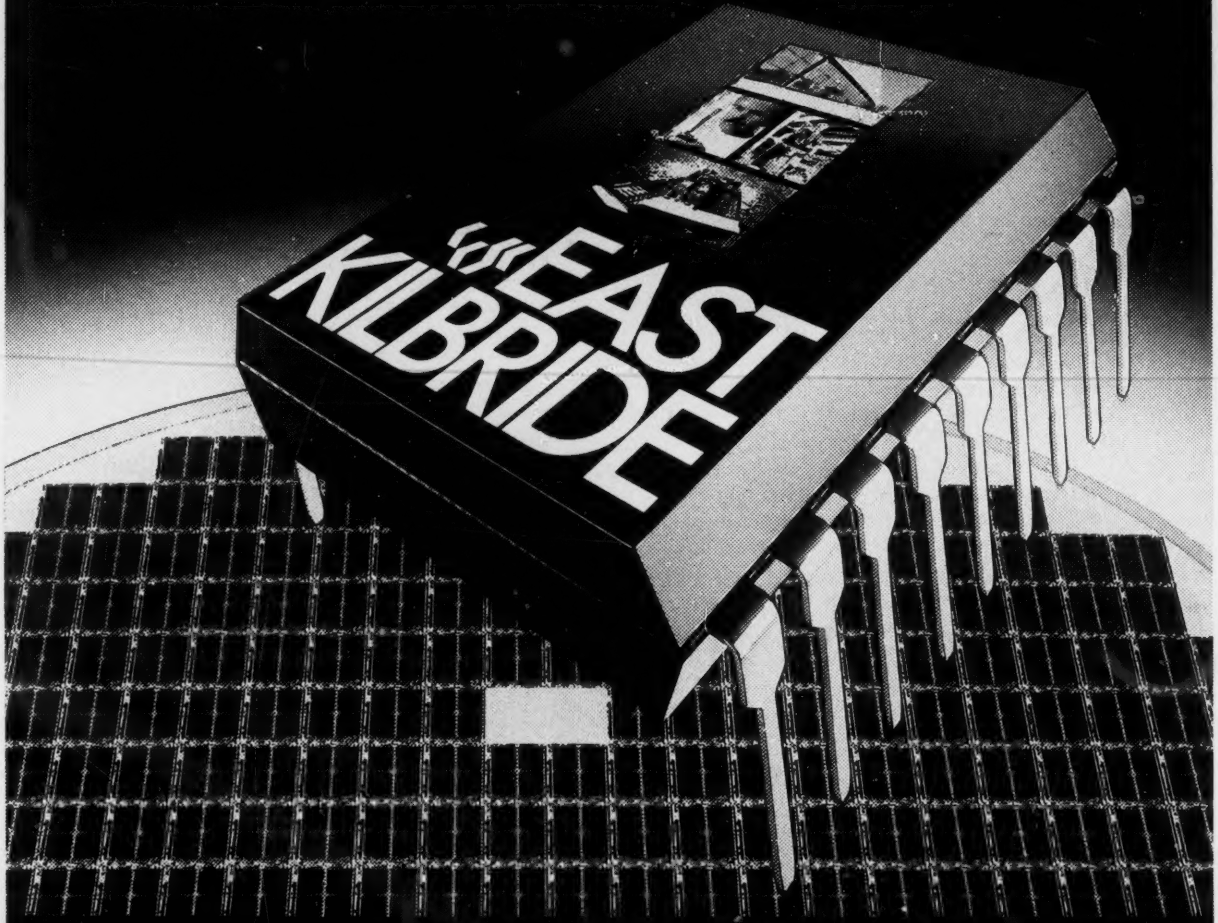

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- Use separate, local air conditioners to accommodate limited after-hours activities;
- Wherever practical, reduce hot water temperature and flow;
- Raise water temperature (a few degrees) in the refrigeration machines of air-conditioning systems;
- Where applicable, use variable-speed cooling and heating fans;
- Close fresh air dampers during cool-down and warm-up cycles (when the building is unoccupied);
- Use outside air for cooling during intermediate seasons;
- Insulate and weatherproof more effectively with double-glazed and reflective glass. In low-rise buildings, adequate roof insulation is especially important.

If a majority of these conservation measures have been taken in your facilities, you have removed plenty of the "energy fat" that can be trimmed cost-efficiently and practically. If not, regrettably you are behind the times, and you should take the following steps: Avail yourself of the vast amount of published material on energy conservation, and designate someone within the company to be responsible for energy efficiency.

Lighting looms larger. Assuming the above measures have been taken, what more can you do to protect your firm from rising utility costs? In my opinion, the energy fat that remains is still due to unnecessary lighting, heating, cooling, and ventilation *within spaces that are unoccupied.*

Overall, the biggest energy offender is lighting. Industry studies show that, in typical office buildings, lighting is responsible for the single largest portion of the energy budget—as much as 40%! This is mostly because lights are left on when employees leave for meetings or lunch, and from the end of the day through the cleaning period. Industry studies put this statement into perspective by showing that typical offices are unoccupied 30% to 60% of the day. This represents a tremendous potential for energy waste or, to put it positively, a remarkable opportunity for substantial savings.

If your building does not have local wall switches (in other words, if a single switch controls the lights for an entire floor or wing), then one of the first things you need to do is "localize" your lighting control, to ensure that it is provided only when needed.

Still, installing wall switches definitely does not mean everyone will use them, as the above-mentioned statistics indicate. In fact, this has been one of the most difficult energy-management problems, and employee education programs generally have failed to resolve it.

Automatic control. However, new technology has brought us a practical and cost-effective solution: automatic lighting control. Various kinds of this type of equipment are now on the market, and they should be seriously considered.

Several years ago, my company conducted an energy survey of 1,000 office buildings for the U.S. Department of Energy. After the results were analyzed, we felt so strongly about the need for an effective, automatic lighting-control system that we developed one in conjunction with United Technologies Building Systems Co., Hartford, Conn. Called Infracon, it incorporates a passive infrared sensor that detects and responds to both body heat and movement.

When installed (inconspicuously) in the suspended ceiling of an office area, Infracon automatically turns lights on when people enter a designated space and off when they leave. This energy conservation tool works effectively in a building of any size or age, and results in savings of about 50%.

Depending upon utility rates and occupancy patterns, Infracon generally pays for itself within one to three years of installation in retrofit applications. In new buildings, where the device may be used in lieu of wall switches and switch wiring, the payback is much shorter.

Recently, more than 400 Infracon units were installed in the functionally diverse offices of Manufacturers Hanover Trust in Manhattan's Grand Central Tower. As part of the lease agreement with the building's developer, Manufacturers Hanover's floors were metered separately to enable the bank to pay its own utility costs—a growing trend in the building industry—and to benefit directly from the savings achieved through its efforts to conserve energy.

Added benefits. In general, when evaluating the potential benefits of occupancy-based, automatic lighting controls, one should keep in mind that they are more effective and more "user-friendly" than time clocks, because they can respond to spontaneous, local needs rather than just to a preset schedule. Furthermore, occupancy-based controls can be made to do double duty by controlling other energy-related functions.

For example, an experienced engineer or designer can take advantage of the device's "on-off" capability to control a thermostat, modulating room temperatures (either up or down, depending upon the season) when no one is present in a room.

In addition to occupancy-based lighting controls, there are dimmers that can automatically adjust lighting levels according to the amount of daylight entering an area. In a sunny office, dimmers can direct fluorescent lights to reduce the amount of lumens (measurements of light) they emit to lessen energy consumption in that area.

All things considered, if you analyze the energy consumption figures for your company, you will likely find that an occupancy-based lighting control will save the largest amount of energy, and a dimmer a lesser incremental amount. As a general rule, this relationship also exists between occupancy controls and the new efficient ballasts (devices that monitor the amount of energy a fixture receives) that are now available. But no lighting strategy can beat turning off lights when they are not needed.

Passive measures. With regard to passive energy conservation, many of the new designs for buildings—small and large—take advantage of daylighting through the use of atriums and larger expanses of specially insulated glass. The rationale is both aesthetic and functional; if you are planning to build, you should encourage these designs.

Another energy-conservation option is the automated system that adjusts heating, cooling, ventilation, and other functions in response to "messages" received from sensors throughout the building. In the past, building-management systems were frequently unreliable, requiring constant calibration and maintenance. When improperly adjusted or maintained, they could actually result in increased energy expenditure.

Fortunately, the limitations of these systems are being overcome through advances in microprocessor technology. It is now possible to create smaller, simpler, and more accurate systems to individually control smaller areas of a particular building and to respond to local needs.

Electronic controls. The new approach is referred to as direct digital control. Unlike old-fashioned systems that rely upon mechnical, pneumatic controls, direct digital control systems are completely electronic. They are also accurate, reliable, responsive, and, in a sense, "intelligent." Operating in conjunction with a computer and utilizing local sensors, they continually monitor the temperature of an area.

Based on the area's changing conditions—an unexpected meeting of a large group of people or an influx of hot, bright sunlight through the windows—they readjust the temperature, as needed, so that optimum comfort and energy efficiency are maintained.

If you own or rent a small building or a small segment of a large building, a sophisticated management system of this sort may be a more costly and complicated investment than you require to achieve your energy goals. In fact, once traditional energy management procedures have been implemented and automatic lighting controls installed, obtaining additional significant energy savings may not be cost-justified.

If you are planning a new facility, diagnostics are particularly vital. Hundreds of factors must be considered, and trade-offs that will influence construction time, cost, and energy efficiency must be made. Good diagnostic tools will help you and your design team, guided by your construction manager, set priorities and make preliminary energy-related design decisions more intelligently.

Estimating technique. To aid in the evaluation of design and engineering options, Tishman Research, New York City, developed a simplified method for determining the energy impact of numerous factors in a building's design. Called SEET (Simplified Energy Estimation Technique), it comes in two versions: a graphic technique utilizing an inter-related series of nomographs; and a microcomputer-based technique using the same equations.

Both versions make it easy to analyze the energy effects of various lighting schedules. They include: the use of daylight, high-efficiency fluorescent tubes and ballasts, and the different types of glass; the energy impact of different grades of insulation; and other variables.

With SEET's computer-based capability, you can input numerous building factors in about ten minutes. Then, in a matter of seconds, you can change a variable and observe the effect upon the energy efficiency rating of the building. For example, you can see what happens when the quantity of insulation is decreased, while the quality of the building's exterior glass is upgraded. These results can be invaluable guides during the early phases of a building's design.

No analysis is perfect. It should be stressed, however, that no matter what type of diagnostic program you use, they are essentially design tools. Final decisions should be based on the advice of qualified professionals. ☐

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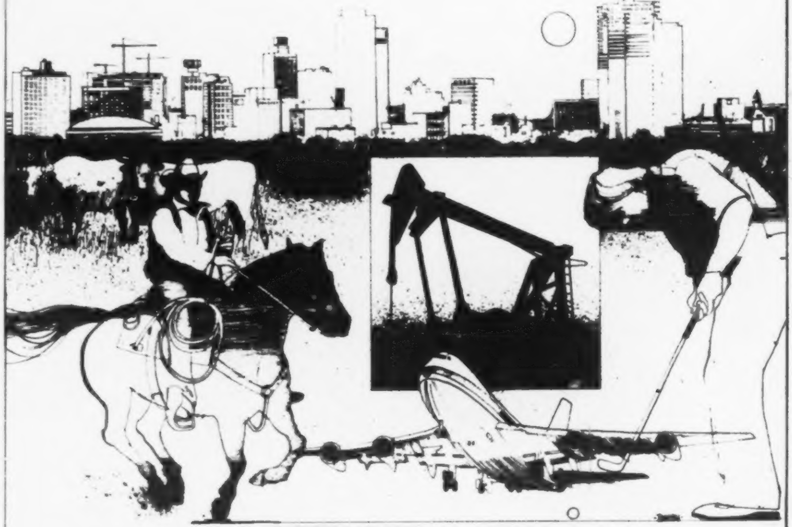

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A BEGINNER'S GUIDE

Public Funds Available For Industrial Development

by Kathy Brodeur, editor

Where can companies apply when private funds for industrial development are insufficient or unavailable?

The public sector offers many financing opportunities in the form of grants, loans, and loan guarantees. Government agencies may provide direct funds or assist firms in obtaining private sector commitments. Applications for such assistance are usually made at the community level, and may proceed to the state or federal level depending on the type of financing sought.

The following is an overview of the major types of public financial assistance. It includes eligibility requirements, regulations, and dollar limits. Please note that this is intended to be an introductory guide only; consult the agencies involved for specific rules applicable to your firm's project.

Small Business Administration (SBA). Companies eligible for SBA assistance are independently owned and operated for-profit corporations, partnerships or proprietorships. They must not be dominant in their field and be within size standards set for their particular industry (size is based on net worth and number of employees).

SBA 503 (Certified Development Companies) Program. SBA "Certified Development Companies" (CDCs) operate on a local, regional or statewide basis. They must have at least 25 members or stockholders and complete at least one deal per fiscal year to retain their certification. CDCs are authorized to sell debentures to industrial development projects with SBA's 100% guarantee.

SBA 503 guaranteed loans provide long-term fixed asset financing for land acquisition, construction, expansion, renovation, and purchase of equipment, as well as for soft costs such as interim interest and third party professional fees. Funds may not be used for working capital; closing costs; or furniture, fixtures or equipment with life less than the determined maturity. Maximum maturity is 25 years; interest rates are set by the Secretary of the Treasury.

A guaranteed debenture may not exceed $500,000 or 40% of the project costs, whichever is lower. A nonfederal source must provide at least 50% of the project's funding. Typically a commercial lender provides 50%, SBA contributes 40%, and the CDC or applicant company adds the final 10%.

There are two common structures for SBA 503 loans. Under the re-lend plan, the small business buys the property being financed and holds the property title. The CDC then acts as a conduit for SBA debentures and nonfederal loans. Under the lease plan, however, the CDC owns the property and leases it to the small business.

To apply for an SBA 503 loan, a firm approaches a CDC with a project proposal. The CDC determines project eligibility, and together with the firm applies to a bank or other lender for 50% of the funding. Once private funds are committed, an SBA debenture for up to 40% of the project cost is sold. Since the CDC coordinates the project's financing, a minimal amount of red tape is involved for the applicant firm.

SBA generally wants to see one job created per $15,000 of SBA debentures, but this ratio is not rigid.

SBA 7(a) Business Loan and Investment Program. Under the SBA 7(a) program, a private lender makes a loan to the applicant firm, which is guaranteed by SBA up to 90% or $500,000, whichever is less. The private loan(s) may be for working capital; construction, conversion or expansion; and purchase of inventory, equipment and supplies. The maximum allowable interest rate private lenders may apply is adjusted regularly. Maximum maturities are 25 years for land and buildings, 15 years for equipment, and 7 years for working capital. If funds are used for a combination of items, the maturity is based on a weighted average of the components.

If a guaranteed loan is not available, SBA may resort to other options. Immediate participation loans may be made jointly by a commercial lender and SBA, and administered by either; or a direct loan may be made by SBA up to $150,000 with a 6 to 25 years maturity. Monies for the latter type of funding are extremely limited.

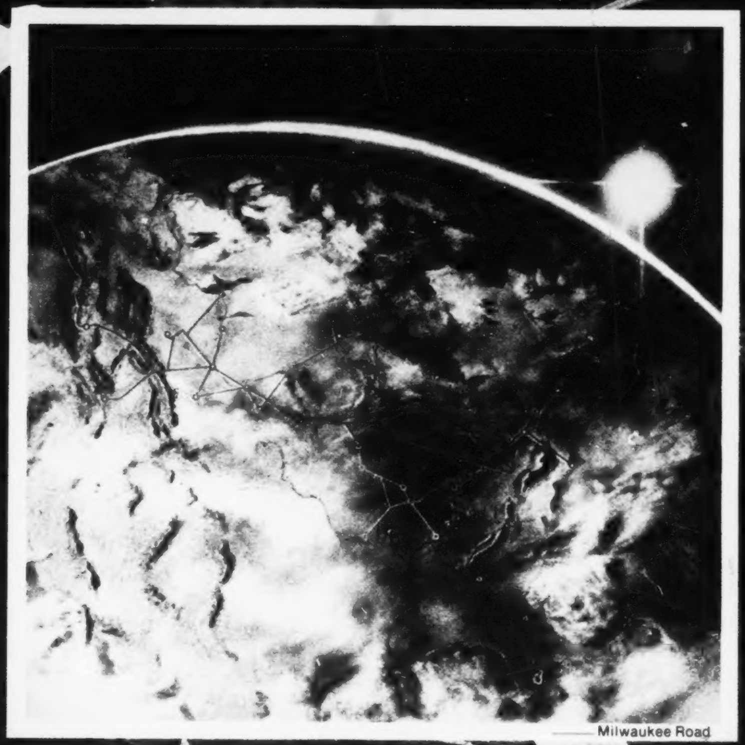
Loan security may be a mortgage on land, buildings or equipment; assignment of warehouse receipts for marketable merchandise; mortgage on chattels; guarantees or personal endorsements; and in some cases, assignments of current receivables.

7(a) loans may be made in conjunction with 503 debentures.

Department of Housing and Urban Development (HUD). *Community Development Block Grants* (CDBGs) are funds allocated by HUD to finance housing, community, and economic development activities. Funds may be used for a great variety of projects, including infrastructure, land acquisition, industrial site improvement, and employee training.

Applications are made by local government units. Under the "entitlement program," cities with population over 50,000 and urban counties larger than 200,000 may apply for direct grants from HUD. Local units under 50,000 must apply to the state government for funding; at the state level, however, assistance requests far exceed available funds. Communities may only submit one application per fiscal year; grants are awarded to top applicants in several different population categories.

A community's competitiveness is



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determined by how well the financing will expand the local tax base and how many long-term employment opportunities it will create. A firm to receive the funding channeled through the local development agency must commit themselves to location or expansion within the recipient community. They must also demonstrate firm financing commitments from participant lenders and provide an estimate of the number of local jobs to be created.

Urban Development Action Grants (UDAGs) were established in 1977 to provide "gap" financing that makes otherwise unfeasible projects possible.

UDAGs, like CDBGs, are granted to communities rather than directly to firms. The money awarded is lent from the community to the applicant firm; the loan is then repaid to the urban area, not HUD. This enables the city to recycle the money to increase industrial development opportunities.

To obtain UDAG funding, a community must first apply for eligibility. The area is evaluated in terms of age of housing stock, per capital income, poverty level, unemployment, and population. Once eligible, a city may apply for funds for as many real development opportunities it has.

Grants are awarded competitively. In determining competitiveness for UDAGs, HUD will analyze the economic distress of the city. They will investigate the amount of private participation in the project—minimum leverage is considered to be $2.50 of private investment to every UDAG dollar contributed (for industrial projects, the minimum is $4:$1). Projects with ratios of $5:$1 are more likely to receive funding.

HUD will also look for projects with the lowest UDAG investment per job for every $5,000 to $10,000 invested (CDBG-eligible communities should be closer to the lower figure). New taxes (including real estate, personal property, local sales and income) added to the community tax base should be greater than 10¢ per UDAG dollar per annum. In addition, the project should be ready to start up and have firmly committed private sector participation. The firm's ability to repay must be demonstrated, and the company must identify a quantifiable need and unavailability of other financing. Lenders and investors in the project must state that they will not proceed with the project without UDAG funds.

UDAGs may be applied to the purchase of fixed assets (including land, site work, construction and renovations) whose useful life exceeds 7 years. For construction projects, loans may be used for soft costs such as legal, architectural and engineering fees. UDAG funds may not be used for working capital, retirement of existing debt or other operating expenses, movable equipment, or relocation expenses.

There is no set dollar ceiling on the amount that may be funded by a UDAG, except that HUD funds may not exceed 28% of a project's financing. UDAG loans are avaliable at variable interest rates.

U.S. Department of Agriculture. *The Farmer's Home Administration* (FmHA) *Business & Industrial Loan Program* provides rural development assistance to communities with populations less than 50,000, with preference given to those under 25,000 and open country or rural communities. It is specifically targeted to create and maintain non-farm employment. The program provides 90% loan guarantees to help businesses procure financial aid from commercial lenders.

There is no maximum set on the amount of loan that may be guaranteed, but consideration is usually given to loan requests in excess of $500,000. Interest rates are negotiable and may be fixed, variable or multiple, but they must be at or near the market rate. The borrowing firm must have a minimum of 10% equity investment; new businesses, energy-related businesses, and those that cannot offer a limited or full personal or corporate guarantee must hold 20-25% equity.

Applications for FmHA guarantees are made through the participating private lender, who is ultimately responsible for making and servicing the loan. FmHA prefers that the lead lender be in the community in which the project will develop. Interest must be paid to lenders at least annually; normally payments of principal and interest are expected monthly.

Projects eligible for FmHA guarantees include purchase and development of land, buildings and equipment; working capital; pollution control; and under certain conditions, refinancing an existing debt. Loans may not be used for a project which will transfer jobs from one area to another with resultant loss of jobs at the original site; for a project producing goods or services for which there is insufficient demand; for agricultural production; for guarantee of lease payments; or to pay a federal loan.

Maximum maturities are 30 years for land, building and permanent fixtures; 15 years for machinery and equipment (depending on useful life); and 7 years for working capital.

Economic Development Administration (EDA). *The Business Development Assistance Program* was established in 1965 to aid communities with high unemployment and low income levels. It gives assistance to targeted communities for the purpose of creating long-term job opportunities; for this reason it prefers to finance labor-intensive projects. No assistance is given to firms that have relocated facilities to another city or state within the past three years; that plan to relocate with a resulting loss of jobs at the original site; or that produce a product or service with an excess of supply over demand.

EDA provides financial aid through direct loans and loan guarantees. There is no set ceiling on the amount that may be lent, although funds are usually limited to $5,000 per job saved and $20,000 per new job created. Companies applying for EDA loans must first have applied to and been rejected by at least two private lenders. They must also have state and/or local approval if those public bodies are participating in the project.

Direct loans are made for up to 65% of the cost of fixed assets (e.g. land, buildings, machinery and equipment). A local development corporation or state agency will usually contribute 5% to an EDA-funded project, and the applicant firm is required to hold a minimum 10% equity investment (the minimum is raised to 15% if no state or local agencies are participating). The balance of the funding must be from a commercial lender, who may take a first mortgage position. Full personal guarantees must be made by all principals.

Interest rates are determined by the cost of federal government borrowing and are re-determined quarterly. The maximum maturity of the loan is 25 years, depending on the life of the fixed assets.

If SBA may make a loan to the applicant, EDA will defer. Usually EDA loans are made to companies requiring assistance of $500,000 or more. The availability of EDA loans is also subject to consideration variation, as federal

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budget allocations fluctuate.

EDA also guarantees up to 90% of loans made by private lenders for the purchase of fixed assets or for working capital. The guarantees are good for the life of the loan. A 15% equity is required of the applicant firm. The participating bank(s) may set its own interest rates, but the rates must be close to those offered to preferred customers, or a lower guarantee will result.

Industrial Revenue Bonds (IRBs). IRBs provide tax-exempt, low interest financing for up to 100% of a project's cost. They are usually issued at the community level. Eligible industrial activities vary from state to state, but generally include the purchase, construction or equipping of manufacturing, processing or assembling facilities; storing, warehousing or distribution projects; pollution control; and industrial site and building improvements.

The firm receiving IRB funding will negotiate the amount and terms of bonds, interest rates, repayment schedule, etc. with the issuer. Bond proceeds are deposited in a fund to be used for the project, and the issuer and the company then determine requirements for applying project funds.

IRBs are not guaranteed, so the project may be mortgaged to assure repayment. Usually a lease-purchase agreement is made between the issuing body and the firm. Under such an arrangement, the public issuer holds the title and leases the property to the company for periodic payments. After the debt is retired, the facility is usually sold to the company for a nominal fee (if any charge is made).

Federal law sets two kinds of funding limits on IRBs. Under the $1 million rule, the maximum amount issued to a single project is limited to $1 million. There is no limit to the amount that may be invested from other sources. However, if a firm is certain that its total capital investments in all projects in a community over a six year period (three years before and three after the bond issue) will not exceed $10 million, it may apply for up to $10 million in IRB funding. If capital investments during that period exceed $10 million, the bonds lose their tax-exempt status. The $10 million ceiling is raised to $20 million if UDAG funds are involved. Some facilites — pollution control and industrial parks, e.g. — have no funding limit.

IRB maturities may not exceed 120% of the average economic life of the facility financed — usually 10-25 years. Shorter maturities usually reduce interest rates.

Enterprise Zones. In some states, areas of persistent economic distress, pervasive poverty and high unemployment are designated as "enterprise zones." Companies locating in these areas are offered an extra benefits package, which may include tax credits, abatements and/or exemptions; easing of regulatory laws; streamlined building code/zoning procedures; and availability of IRBs and loans specifically earmarked for firms locating within a zone. The incentives offered vary considerably from state to state. States now supporting enterprise zone programs include Arkansas, Connecticut, Florida, Georgia, Illinois, Kansas, Kentucky, Louisiana, Maryland, Minnesota, Mississippi, Missouri, Ohio, and Pennsylvania. Enterprise zone programs are pending in New Jersey, Indiana, and Virginia. Congressional legislation, which would offer financial incentives to enterprise zones approved by the federal government, has been in the works for several years but has not yet been passed.

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—R. L. Davis
Vice President
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Elkton Division

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Write or Call:

Roger J. Venezia
Economic Development Manager
Room 300
County Office Building
Elkton, Maryland 21921
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And if you choose to locate on one of these sites, you'll get all the modern freight distribution advantages of our 27,000-mile single-system rail network.

TRANSPORTATION INDEX

Names, addresses & industrial development managers of railroads listed in state & provincial sections

RAILROADS

Alaska RR
M. W. Akers, Mgr., I.D. & R.E.
Pouch 7-2111
Anchorage, AK 99510
907/265-2411

Algoma Central Rwy.
W. L. Oliphant, Lands & Forest Mgr.
P.O. Box 7000
Sault Ste. Marie, ON P6A 5P6
705/949-2113

Ann Arbor RR
V. M. Malanaphy, Chmn. & Pres.
P.O. Box 619
Owosso, MI 48867
517/723-7823

Altanta & St. Andrews Bay Rwy.
W. K. Edwards, Asst. to Chmn.
514 E. Main St.
Dothan, AL 36302
205/792-0973

Bangor & Aroostock RR
Walter E. Travis, Pres.
N. Maine Junction Park, R.R. 2
Bangor, ME 04401
207/848-5711

Belt Rwy. of Chicago
D. J. Murray, Land & Tax Cmsr.
6900 S. Central Ave.
Chicago, IL 60638
312/496-4000

Bessemer & Lake Erie RR
R.D. Kocur, R.E. Mgr.
P.O. Box 68
Monroeville, PA 15146
412/829-6600

Boston & Maine Corp.
E. J. Marrs, R.E. & I.D. Dir.
Iron Horse Park
N. Billerica, MA 01862
617/667-8100

British Columbia Rwy. Co.
M. C. Norris, Pres. & CEO
P.O. Box 8770
Vancouver, BC V6B 4X6
604/986-2012

Burlington Northern
J. R. Galassi, V.P.
Ind. Dev. & Property Mgt.
176 E. 5th St.
St. Paul, MN 55101
612/298-2121

Canadian Nat'l Rwys.
O. H. Burstow, V.P.-R.E.
935 de La Gauchetiere St., West
P.O. Box 8100
Montreal, QB H3C 3N4
514/877-5430

Canadian Pacific Ltd.
F. S. Burbidge, Chmn. & CEO
P.O. Box 6042, Sta. A
Montreal, QB H3C 3E4
514/395-5151

Central Vermont Rwy.
T. J. Faucett, R.E. Mgr.
2 Federal St.
St. Albans, VT 05478
802/527-7518

Chessie System
J. R. Hickman, Asst. V.P. & Gen. Mgr., R.E. & I.D.
100 N. Charles St.
Baltimore, MD 21201
301/237-2000

Chicago & Northwestern Transportation Co.
Robert W. Mickey, V.P.-R.E. & I.D.
One North Western Center
Chicago, IL 60606
312/559-7000

Chicago, Milwaukee, St. Paul & Pacific RR
B. H. Bobbit, Asst. V.P. Prop. Mgmt.
516 W. Jackson Blvd.
Chicago, IL 60606
312/648-3000

Chicago S. Shore & S. Bend RR
A. W. Dudley, Pres. & Gen. Mgr.
N. Carroll Ave.
Michigan City, IN 46360
219/874-4221

Consolidated Rail Corp. (CONRAIL)
L. A. Huff, Asst. V.P.-R.E.
6 Penn Center Plaza
Philadelphia, PA 19104
215/977-4000

Delaware & Hudson Rwy.
J. A. Denison, R.E. & I.D. Dir.
The Delaware & Hudson Bldg.
40 Beaver St.
Albany, NY 12207
518/462-7647

Denver & Rio Grande Western RR
P. E. Smith, I.D. Dir.
1515 Arapahoe St., P.O. Box 5482
Denver, CO 80217
303/629-5533

Duluth, Missabe & Iron Range Rwy.
D. H. Hoffman, Pres.
(See Bessemer & Lake Erie RR address)
M. H. Gearns, Mgr. R.E.
500 Missabe Bldg.
Duluth, MN 55802
218/723-2115

Duluth, Winnepeg & Pacific Rwy.
J. H. Burdakin, Pres.
(See Grand Trunk Western RR address)
E. E. Shepard, Gen. Mgr.
Duluth, MN 55807
218/628-3700

Elgin, Joliet & Eastern Rwy.
Joseph E. Arado, R.E. & I.D. Dir.
P.O. Box 880
Joliet, IL 60434
815/740-6622

Florida East Coast Rwy.
W. E. Durham, Jr., V.P.-R.E. & I.D.
1 Malaga St.
P.O. Drawer 1048
St. Augustine, FL 32084
904/829-3421

Grand Trunk Western RR
John H. Burdakin, Pres.
A. H. Callewaert, I.D. & Prop. Mgmt.
F. J. Surmacz, Mgr. Prop. Mgmt.
131 W. Lafayette Blvd.
Detroit, MI 48226
313/962-2260

Green Bay & Western RR
R. E. Larsen, Mgr. Eng. & I.D.
P.O. Box 2507
Green Bay, WI 54306
414/497-0411

Illinois Central Gulf RR
G. A. McArdle, Asst. V.P.-I.D.
R. A. Irvine, V.P.-R.E.
233 N. Michigan Ave.
Chicago, IL 60601
312/565-1600

Iowa RR
G. R. Schwab, Chmn. & Pres.
P.O. Box 10355
Des Moines, IA 50306
515/243-7552

Kansas City Southern Rwy.
T. S. Carter, Chmn., Pres. & CEO
114 W. 11th St.
Kansas City, MO 64105
816/556-0303

Lake Superior & Ishpeming RR
James J. Scullion, Pres. & CEO
105 E. Washington St.

Marquette, MI 49855
906/228-7979

Long Island RR
K. Rydzewski, R.E. Mgr.
Jamaica Station
Jamaica, NY 11435
212/526-0900

Maine Central RR
J. R. McFarlane, Mgr. I.D. & R.E.
242 St. John St.
Portland, ME 04102
207/775-1501

Missouri-Kansas-Texas RR
Harold O. Brandt, V.P.-R.E. & I.D.
701 Commerce St.
Dallas, TX 75202
214/651-6700

Missouri Pacific Lines (MOPAC)
J. K. Wesley, Asst. V.P. of I.D.
MoPac Bldg., 210 N. 13th St.
St. Louis, MO 63103
314/622-0123

NY Susquehanna & Western RR
Delaware Otsego System
W. G. Rich, Pres. & CEO
One Railroad Ave.
Cooperstown, NY 13326
607/547-2555

Norfolk & Western Rwy.
Subsidiary of Norfolk Southern
R. F. Dunlap, Pres.
8 N. Jefferson St.
Roanoke, VA 24042
703/981-4000

Norfolk Southern
Robert S. Geer, V.P.-I.D.
99 Spring St., S.W.
Atlanta, GA 30303
404/529-1000

Ontario Northland Rwy.
P. A. Dyment, Gen. Mgr.
195 Regina St.
North Bay, ON P1B 8L3
705/472-4500

Pittsburgh & Lake Erie RR
R. E. Thompson, Pres. & CEO
Commerce Ct., 4 Sta. Sq.
Pittsburg, PA 15219
412/261-3201

Providence & Worcester RR
O. R. Harrold, Pres.
382 Southbridge St., P.O. Box 1188
Worcester, MA 01601
617/799-4472

Richmond, Fredericksburg & Potomac RR
C. E. Whitmore, Jr., Mgr. R.E. & I.D.
2134 W. Laburnum Ave.
Richmond, VA 23227
804/257-3000

Santa Fe Rwy.
(Atchison, Topeka & Santa Fe Rwy.)
J. R. Scott, V.P.-R.E.
P. A. Shaughnessy, Mgr. I.D.
80 E. Jackson Blvd.
Chicago, IL 60604
312/427-4900

St. Louis Southwestern Rwy.
T. N. Searcy, Reg. Mgr. I.D.
13520 Inwood Rd.
Dallas, TX 75234
214/980-1752

Seaboard System RR, Inc.
J. L. Kiesler, Sr. Dir. R.E.
P.M. Stark, Dir. R.E.
500 Water St.
Jacksonville, FL 32202
904/359-3100

Soo Line RR
Stanley M. Mrosak, Dir., R.E. Dev. & Mgmt.
800 Soo Line Bldg., P.O. Box 530
Minneapolis, MN 55440
612/332-1261

Southern Rwy.
E. B. Burwell, Pres.
P.O. Box 1808
Washington, DC 20013
202/383-4000

Southern Pacific Transportation Co.
C. F. Penner, Gen. Mgr., I.D.
S. A. Sutfin, Mgr. R.E.
1 Market Plaza
San Francisco, CA 94105
415/541-1000

Terminal RR Assoc. of St. Louis
C. G. Cross, V.P.-Traf., R.E. & Tax
2016 Madison Ave.
Granite City, IL 62040
618/451-8300

Texas Mexican Rwy.
A. R. Ramos, Chmn. & CEO
P.O. Box 419
Laredo, TX 78042
512/722-6411

Toledo, Peoria & Western RR
Subsidiary of Sante Fe Rwy.
D. D. Cunningham, Mgr., R.E. & I.D.
2000 E. Washington St.
East Peoria, IL 61611
309/694-8400

Union Pacific RR
C. R. Black, I.D. Dir.
C. O. Durham, R.E. Dir.
1416 Dodge St.
Omaha, NE 68179
402/271-5000

PORTS

Names, addresses & industrial development managers listed in state and provincial sections

NEW ENGLAND

CONNECTICUT

Connecticut Dept. of Transportation
J. William Burns
24 Wolcott Hill Rd.
Wethersfield, CT 06109
203/566-3477

Connecticut Dept. of Transportation
Joseph P. Trantino, Dpty. Trans. Cmsr.
Bureau of Waterways
State Pier
New London, CT 06320
203/443-3856; 566-7635

MAINE

Maine Dept. of Transportation
George Campbell, Cmsr.
State Office Bldg.
Augusta, ME 04330
207/289-2551

Div. of Ports & Marine Transportation
Robert D. Elder, Div. Dir.
Transportation Bldg.
State House Station 16
Augusta, ME 04330
207/289-2841

MASSACHUSETTS

Massachusetts Port Authority
Louis R. Nickinell, Exec. Dir.
99 High St.
Boston, MA 02110
617/482-2930

Fall River Port Authority
William J. Torpey, Gen. Mgr.
State Pier, Water St.
Fall River, MA 02721
617/674-5707

NEW HAMPSHIRE

New Hampshire State Port Authority
George E. Smith, Jr., Dir.
P.O. Box 506, 555 Market St.
Portsmouth, NH 03801
603/436-8500

RHODE ISLAND

Port of Providence
Matthew J. Santos, Dpty. Port Dir.
Marine Terminal Bldg.

Municipal Wharf
Providence, RI 02905
401/781-4717

Rhode Island Port Authority & Econ. Dev. Corp.
Scott Eubanks, Exec. Dir.
7 Jackson Walkway
Providence, RI 02903
401/277-2601

MID-ATLANTIC

NEW JERSEY

Delaware River Port Authority
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Bridge Plaza
Camden, NJ 08101
609/963-6420

South Jersey Port Corp.
Robert L. Pettegrew, Exec. Dir.
2500 Broadway, P.O. Box 129
Camden, NJ 08104
609/541-8500

NEW YORK

Albany Port District Commission
Frank W. Dunham, Jr., Gen. Man.
Administration Bldg.
Port of Albany
Albany, NY 12202
518/445-2595

Niagara Frontier Transportation Authority
John F. Downing, Exec. Dir.
181 Ellicott St.
Buffalo, NY 14203
716/855-7230

The Port Authority of New York & New Jersey
Peter C. Goldmark, Jr., Exec. Dir.
Walter J. Cogan, Gen. Mgr.
Properties Div.
One World Trade Center
New York, NY 10048
212/466-7000

New York City Dept. of Ports & Terminals
Linda W. Seale, Cmsr.
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Foot of Whitehall St.
New York, NY 10004
212/248-8011

Port of Oswego Authority
Sherwood L. Hamilton, Exec. Dir.
P.O. Box 387
Foot of East First St.
Oswego, NY 13126
315/343-4503

Ogdensburg Bridge & Port Authority Bridge Plaza
James P. McGuinness, Exec. Dir.
Ogdensburg, NY 13669
315/393-4080

PENNSYLVANIA

Western Pennsylvania Port Authority
Joseph G. Rosenthal, Port Gen. Man.
Room 507, Municipal Bldg.
Erie, PA 16501
814/456-8561-Sta. 264

Philadelphia Port Corp.
G. Fred DiBona, Jr., Esq., Pres.
1020 Public Ledger Bldg.
Philadelphia, PA 19106
215/928-9100

SOUTH-ATLANTIC

DELAWARE

Port of Wilmington
Phillip Chaples, Port Dir.
P.O. Box 1191
Wilmington, DE 19899
302/571-4600

FLORIDA

Canaveral Port Authority
Charles M. Rowland, Port Mgr.
P.O. Box 267
Cape Canaveral, FL 32920
305/783-7831

Fort Pierce Port Authority
Weldon B. Lewis, Admin.
2300 Virginia Ave.
Fort Pierce, FL 33450
305/466-1100

Jacksonville Port Authority
John R. Mackroth, Man. Dir.
P.O. Box 3005
2831 Talleyrand Ave.
Jacksonville, FL 32206
904/633-5190

Dade County Seaport Dept.
Carmen J. Lunetta, Port Dir.
1015 North America Way
Miami, FL 33132
305/579-5252

Port Everglades Authority
James J. Connolly, Port Dir.
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

Port of Palm Beach District
Franklyn W. Donahue, Exec. Dir.
P.O. Box 9935
Riviera Beach, FL 33404
305/842-4201

Manatee County Port Authority
Claude E. McGavic, Port Dir.
Rt. No. 1
Palmetto, FL 33561
813/722-6621

Panama City Port Authority
H. R. Etheredge, Port Dir.
P.O. Box 15095
5231 W. Highway 98
Panama City, FL 32406
904/763-8471

Port of Pensacola
Benson B. Murphy, Port Dir.
412 S. Palafox St.
P.O. Box 889
Pensacola, FL 32594
904/436-4270

Tampa Port Authority
Emmett C. Lee, Port Dir.
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P.O. Box 2192
Tampa, FL 33601
813/248-1924

GEORGIA

Brunswick Port Authority
Robert W. Turner, Gen. Mgr.
P.O. Box 1039
Brunswick, GA 31521
912/265-3700

Georgia Ports Authority
George J. Nichols, Exec. Dir.
P.O. Box 2406
Savannah, GA 31402
912/964-3811

Savannah Port Authority
B. Sanford Ulmer, Exec. Dir.
P.O. Box 128
Savannah, GA 31402
912/233-9604

MARYLAND

Maryland Port Administration
W. Gregory Halpin, Port Admin.
World Trade Center
Baltimore, MD 21202
301/659-4500

NORTH CAROLINA

North Carolina State Ports Authority
William M. A. Greene, Exec. Dir.
P.O. Box 3248
Wilmington, NC 28406
919/763-1621

SOUTH CAROLINA

South Carolina State Ports Authority
W. Don Welch, Exec. Dir.
P.O. Box 817
176 Concord St.
Charleston, SC 29402
803/577-8600

VIRGINIA

Virginia Port Authority
J. Robert Bray, Exec. Dir.
1600 Maritime Tower
Norfolk, VA 23510
804/622-1671

Norfolk Port & Industrial Authority
Kenneth R. Scott, Exec. Dir.
Norfolk Int'l Airport
Norfolk, VA 23518
804/857-3351

EAST NORTH CENTRAL

ILLINOIS

Chicago Regional Port District
Frank G. Martin, Jr., Gen. Mgr.
Butler Dr.-Lake Calumet
Chicago, IL 60633
312/646-4400

Dept. of Commerce & Community Affairs
Edward J. Forkel, Mgr.
310 South Michigan Ave., Suite 1000
Chicago, IL 60604
312/793-2090

Waukegan Port District
Victor D. White, Exec. Dir.
3500 N. McAree
Waukegan, IL 60087
312/244-0055

MICHIGAN

Detroit-Wayne County Port Authority
Director
100 Renaissance Center, Suite 1370
Detroit, MI 48243
313/259-8077

Michigan Dept. of Transportation
Sam F. Cryderman, Dpty. Dir.
Bureau of Transportation Planning
Box 30050
425 W. Ottawa
Lansing, MI 48909
517/373-6393

Monroe Port Commission
Max M. McCray, Exec. Dir.
P.O. Box 585
2929 E. Front St.
Monroe, MI 48161
313/241-6480

OHIO

Cleveland-Cuyahoga County Port Authority
C. Thomas Burke, Exec. Dir.
101 Erieside Ave.
Cleveland, OH 44114
216/241-8004

Lorain Port Authority
John G. Sulpizio, Exec. Dir.
Room 511, City Hall
Lorain, OH 44052
216/244-2269

Toledo-Lucas County Port Authority
John A. McWilliam, Pres. & CEO
241 Superior St.
Toledo, OH 43604-1298
419/243-8251

WISCONSIN

Brown County Board of Harbor
John A. Seefeldt, Port Dir.
N. Bldg. 305 E. Walnut St.
Green Bay, WI 54301
414/497-3265

Port of Milwaukee
RADM Roy F. Hoffmann, Mun. Port Dir.
500 N. Harbor Dr.
Milwaukee, WI 53202
414/278-3511

Superior Board of Harbor Commissioners
James R. McCarville, Port Dir.
1409 Hammond Ave.
Superior, WI 54880
715/394-0210

EAST SOUTH CENTRAL

ALABAMA

Alabama State Docks Dept.
Robert M. Hope, Dir.
P.O. Box 1588
Mobile, AL 36633
205/690-6113

KENTUCKY

Louisville & Jefferson County Riverport Authority
James H. Kellow, Pres.
6310 Cane Run Rd.
P.O. Box 58010
Louisville, KY 40258
502/935-6024

MISSISSIPPI

Mississippi State Port Authority at Gulfport
John W. Clark, Exec. Dir.
P.O. Box 40
Hwy. 90 & 30th Ave.
Gulfport, MS 39501
601/863-3851

Natchez-Adams County Port Commission
Seth H. Smith, Port Dir.
P.O. Box 1182
Natchez, MS 39120
601/442-2561

Jackson County Port Authority
Paul D. Pella, Dir.
P.O. Box 70
Pascagoula, MS 39567
601/762-4041

Warren County Port Commission
Capt. J. N. Skidmore, Port Dir.
P.O. Box 1074
Hwy. 61 North
Vicksburg, MS 39180
601/636-4422

INDIANA

Port of Indiana
James D. Pugh, Exec. Dir.
Burns Waterway Harbor
P.O. Box 189
Portage, IN 46368
219/787-8636

TENNESSEE

Memphis & Shelby County Port Commission
Paul R. Sheffield, Port Dir.
P.O. Box 13142
Memphis, TN 38113
901/948-4422

WEST NORTH CENTRAL

MINNESOTA

Seaway Port Authority of Duluth
Davis Helberg, Exec. Dir.
P.O. Box 6877
Duluth, MN 55806
218/727-8525

St. Paul Port Authority
Robert F. Sprafka, Exec. V.P.
Donald G. Dunshee, Dir. I.D.
25 West 4th St., Suite 1305,
St. Paul, MN 55102
612/224-5686

MISSOURI

City of St. Louis Port Authority Commission
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317 N. 11th St., #410
St. Louis, MO 63101
314/622-4711

Jefferson County Port Authority
John Johnson, Exec. Dir.
P.O. Box 623
Hillsboro, MO 63050
314/942-4300

Southeast Missouri Regional Port Authority
Charles Clodfelter, Exec. Dir.
P.O. Box 246
Scott City, MO 63780
314/264-3200

LOUISIANA

Greater Baton Rouge Port Commission
C. W. Herbert, Exec. Dir.
P.O. Box 380
Port Allen, LA 70767
504/387-4207

Lake Charles Harbor & Terminal District
James E. Sudduth, Port Dir.
P.O. Box AAA
150 Marine St.
Lake Charles, LA 70602
318/439-3661

Board of Commissioners of the Port of New Orleans
Edward S. Reed, Exec. Port Dir.
P.O. Box 60046
2 Canal St.
New Orleans, LA 70160
504/522-2551

St. Bernard Port, Harbor & Terminal District
August A. "Duke" Robin, Pres.
P.O. Box 1331
Chalmette, LA 70044-1331
504/277-8418

South Louisiana Port Commission
Dale J. Brou, Port Dir.
P.O. Drawer K
152 Belle Terre Blvd., Suite 100
La Place, LA 70068
504/652-9278

West St. Mary Parish Port, Harbor and Terminal District
Gary P. LaGrange, Exec. Dir.
P.O. Drawer 601
3101 Franklin/Baldwin Hwy.
Franklin, LA 70538
318/828-3410

OKLAHOMA

Tulsa Port of Catoosa
Jacques Cunningham, Port Dir.
5350 Cimarron Rd.
Catoosa, OK 74015
918/266-2291

TEXAS

Port of Beaumont
James W. Martin, Port Dir.
P.O. Drawer 2297
Beaumont, TX 77704
713/835-5367

Brazos River Harbor Navigation District
Peter R. Schaff, Gen. Mgr.
P.O. Box 615
1001 Pine St.
Freeport, TX 77451
713/233-2667

Brownsville Navigation District
Al Cisneros, Gen. Mgr. & Port Dir.
P.O. Box 3070
Brownsville, TX 78520
512/831-4592

Port of Corpus Christi Authority
Harry G. Plomarity, Port Dir.
P.O. Box 1541
222 Power St.
Corpus Christi, TX 78403
512/882-5633

Port of Galveston
C. S. Devoy, Exec. Dir.
& Gen. Mgr.
P.O. Box 328
Galveston, TX 77550
713/766-6105

Port of Houston Authority
Richard P. Leach, Exec. Dir.
P.O. Box 2562
1519 Capitol Ave.
Houston, TX 77001
713/225-0671

Orange County Navigation & Port District & Ind. Dev. Corp.
Stephen E. Pomeroy, CEO
P.O. Box 516
Orange, TX 77630
713/883-4363

Port of Port Arthur Navigation District of Jefferson County, TX
Dow Wynn, Port Dir.
P.O. Box 1428
Port Arthur, TX 77640
713/983-2011

Port Isabel-San Benito Navigation District
Robert C. Cornelison, Port Dir.
P.O. Box 218, Port Rd.
Port Isabel, TX 78578-0218
512/943-7826

Calhoun County Navigation District
Lawence L. Froelich, Port Dir.
P.O. Box 107
Port Lavaca, TX 77979
512/987-2813

Texas City Terminal Railway Co.
J. B. Wimberly, Pres. & Gen. Mgr.
P.O. Box 591
Texas City, TX 77590
713/945-4461

PACIFIC STATES

ALASKA

Port of Anchorage
W. D. McKinney, Jr., Port Dir.
2000 Anchorage Port Rd.
Anchorage, Alaska 99501
907/272-1531

CALIFORNIA

Port of Long Beach
James H. McJunkin, Exec. Dir.
P.O. Box 570
Long Beach, CA 90801
213/437-0041

Port of Los Angeles
Dr. Ernest L. Perry, Exec. Dir.
Board of Harbor Commissioners
P.O. Box 151
425 S. Palos Verdes St.
San Pedro, CA 90733-0151
213/519-3400

Port of Oakland
Walter A. Abernathy, Exec. Dir.
P.O. Box 2064
66 Jack London Sq.
Oakland, CA 94604
415/444-3188

Port of Hueneme
Edward J. Millian, Gen. Mgr.
P.O. Box 608
105 Port Hueneme Rd.
Port Hueneme, CA 93041
805/488-3677

Humboldt Bay Harbor & Recreation District
Jack B. Alderson, CEO
P.O. Box 134
Eureka, CA 95501
707/443-0801

Port of Redwood City
Fred J. Di Pietro, Port Mgr.
475 Seaport Blvd.
Redwood City, CA 94063-2794
415/365-1613

City of Richmond Port Commission
Sailendra N. Bose, Port Dir.
City Hall
Richmond, CA 94804
415/231-2110

Port of Sacramento
Melvin Shore, Port Dir.
P.O. Box 815, World Trade Center
West Sacramento, CA 95691
916/371-8000

San Diego Unified Port District
Don L. Nay, Port Dir.
3165 Pacific Hwy., P.O. Box 488
San Diego, CA 92112
714/291-3900

Port of San Francisco
Edward L. David, Port Dir.
Ferry Building
San Francisco, CA 94111-4263
415/391-8000

Port of Stockton
Alexander Krygsman, Port Dir.
2201 W. Washington
P.O. Box 2089
Stockton, CA 95201
209/946-0246

HAWAII

Hawaii Dept. of Transportation
R. Higashionna, Dir. of Trans.
869 Punchbowl St.
Honolulu, HI 96813
808/548-3205

Harbors Division
David K. Higa, Chief
79 S. Nimitz Hwy.
Honolulu, HI 96813
808/548-2570

OREGON

Port of Astoria
Floyd Shelton, Exec. Dir.
P.O. Box 569
Foot of Portway St.
Astoria, OR 97103
503/325-4521

Port of Coos Bay
John M. Mohr, Interim Port Dir.
P.O. Box 1226
Coos Bay, OR 97420
503/269-1131

The Port of Portland
Lloyd Anderson, Exec. Dir.
P.O. Box 3529
700 N.E. Multnomah St.
Portland, OR 97208
503/231-5000

WASHINGTON

Port of Anacortes
Joseph Baier, Mgr.
1st & Commercial Ave.
P.O. Box 297
Anacortes, WA 98221
206/293-3134

Port of Bellingham
T. J. Glenn, Gen. Mgr.
625 Cornwall Ave.
P.O. Box 1737
Bellingham, WA 98227
206/676-2500

Port of Everett
John G. Belford, Exec. Dir.
Pier One, P.O. Box 538
Everett, WA 98206
206/259-3164

Port of Grays Harbor
H. E. Soike, Gen. Mgr.
P.O. Box 660
Aberdeen, WA 98520
206/533-9528

Port of Kalama
John W. Fratt, Mgr.
P.O. Box 7
Kalama, WA 98625
206/673-2325

Port of Olympia
Douglas P. Edison, Exec. Dir.
P.O. Box 827
915 N. Washington St.
Olympia, WA 98507
206/754-1650

Port of Port Angeles
D. G. Hendricks, Exec. Dir.
P.O. Box 1350
Port Angeles, WA 98362
206/457-8527

Port of Seattle
Richard D. Ford, Exec. Dir.
P.O. Box 1209
Seattle, WA 98111
206/382-3000

Port of Tacoma
Richard Dale Smith, Exec. Dir.
P.O. Box 1837
One Sitcum Plaza
Tacoma, WA 98401
206/383-5841

Port of Vancouver
Richard C. Lawrence, Exec. Dir.
P.O. Box 1180
3103 Lower River Rd.
Vancouver, WA 98666
206/693-3611

CANADA

BRITISH COLUMBIA

Fraser River Harbour Commission
Rick C. Pearce, Port Mgr.
Ste. 505-713, Columbia St.
New Westminster, BC V3M 1B2
604/524-6655

Nanaimo Harbour Commission
Lloyd L. Bingham, Port Mgr.
P.O. Box 131
Nanaimo, BC V9R 5K4
604/753-4146

North Fraser Harbour Commission
George W. Colquhoun, Gen. Mgr.
2020 Airport Rd.
Richmond, BC V7B 1C6
604/273-1866

Port Alberni Harbour Commission
Capt. Donald E. Brooks, Port Mgr.
2750 Harbour Rd.
P.O. Box 99
Port Alberni, BC V9Y 7M6
604/723-5312

National Harbours Board
K.R. Kravter, Gen. Mgr.
110 W. 3rd Ave.
Prince Rupert, BC V8J 1K8
604/627-7545

National Harbours Board
B.A. Ekstrom, Acting Gen. Mgr.
1900-200 Granville St.
Vancouver, BC V6C 2P9
604/666-3266

MANITOBA

National Harbours Board
D. Figurski, Gen. Mgr.
P.O. Box 217
Churchill, MB R0B 0E0
204/675-8823

NEW BRUNSWICK

National Harbours Board
G. C. Mouland, Gen. Mgr. & CEO
P.O. Box 6429, Station A
Saint John, NB E2L 4R8
506/648-4869

NEWFOUNDLAND

National Harbours Board
D. J. Fox, P. Eng., Gen. Mgr.
3 Water St.
P.O. Box 6178
St. John's, NF A1C 5X8
709/772-4664

NOVA SCOTIA

National Harbours Board
R. V. Beck, Gen. Mgr.
P.O. Box 336, Ocean Terminals
Halifax, NS B3J 2P6
902/426-3643

ONTARIO

Lakehead Harbour Commission
P. R. "Jerry" Cook, Port Mgr.
P.O. Box 2266
Thunder Bay, ON P7B 5E8
807/344-3594

National Harbours Board
Jacques Auger, Vice Chmn. & Sr. V.P.
Tower "A" Place de Ville
320 Queen St.
Ottawa, ON K1A 0N6
613/995-4028

Oshawa Harbour Commission
Wilfred Gillberry, Port Mgr.
1050 Farewell Ave.
Oshawa, ON L1H 6N6
416/576-0400

National Harbours Board
R. R. Fisher, Super.
P.O. Box 129
Port Colborne, ON L3K 5V8
416/834-3644

National Harbours Board
R. E. Bailey, Operations Mgr.
P.O. Box 520
Prescott, ON K0E 1T0
613/925-4228

Toronto Harbour Commissions
Ian C. R. Brown, Gen. Mgr.
60 Harbour St.
Toronto, ON M5J 1B7
416/863-2000

Windsor Harbour Commission
C. Gress, Gen. Mgr. & Secy.
500 Riverside Dr. West
Windsor, ON N9A 5K6
519/258-5741

Hamilton Harbour Commission
E. M. Perkins, Port Dir.
605 James St. North
Hamilton, ON L8L 1K1
416/525-4330

QUEBEC

Central Quebec Industrial Park Corp.
Roland Leclerc, Gen. Mgr.
1000, 7eme Rue
Parc Industriel Portuaire
Becancour, QB G0X 1B0
819/294-6656

National Harbours Board
Yves A. Hebert, Gen. Mgr.
P.O. Box 760
Chicoutimi, QB G7H 5E1
418/543-0263

National Harbours Board
N. Beshwaty, Gen. Mgr.
Port of Montreal Bldg.
Cite du Havre
Montreal, QB H3C 3R5
514/283-7011

National Harbours Board
Henri Allard, Gen. Mgr.
10 de Quercy St.
P.O. Box 2268
Quebec, QB G1K 7P7
418/694-3558

National Harbours Board
Serge Tremblay, Gen. Mgr.
421 Arnaud St.
P.O. Box 280
Sept-Iles, QB G4R 4K5
418/968-1231

National Harbours Board
P. Alain, Port Mgr.
1545 Du Fleuve
P.O. Box 999
Trois-Rivieres, QB G9A 5K2
819/378-2887

U.S. TERRITORIES

Port Authority of Guam
Benigno M. Palomo, Gen. Mgr.
P.O. Box 1445
Agana, Guam 96910
Tel. 477-9931-4
Telex: 7216157

Puerto Rico Ports Authority
Carlos Soler-Aquino, Exec. Dir.
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260
Telex: 3252393 AUTO DPR 9464

Dept. of Transportation & Communications
Andrew G. Wilson II, Asst. Atty. Gen.
Trust Territory of the Pacific Islands
Saipan, Marianas 96950
Tel: 9325/9364
Telex: 783 604

Virgin Islands Port Authority
John E. Harding, Exec. Dir.
P.O. Box 597
Harry S. Truman Airport
St. Thomas, VI 00801
809/774-1629

Directory of U.S. Foreign-Trade Zones

Foreign Trade Zones Board
U.S. Dept. of Commerce
Washington, D.C. 20230
202/377-2862

Zone No. 1, New York City
Sol Braun
Brooklyn Navy Yard
Brooklyn, NY 11205
212/834-1300

Zone No. 2, New Orleans
Robert Dee
P.O. Box 60046
New Orleans, LA 70160
504/897-0189

Zone No. 3 & Subzone 3-A, San Francisco
Ed Osgood
Foreign Trade Services, Inc.
Pier 23
San Francisco, CA 94111
415/391-0176

Zone No. 5, Seattle
R. C. McQuigg
P.O. Box 1209
Seattle, WA 98111
206/382-3275

Zone No. 7 & Subzone 7-B, Mayaguez, Puerto Rico
Jose Cobian
G.P.O. 2350
San Juan, PR 00936
809/765-2784

Zone No. 8, Toledo
Frank E. Miller
3332 St. Lawrence Dr.
Toledo, OH 43605
419/698-8026

Zone No. 9 & Subzone 9-A, Honolulu
Homer Maxey
Pier 2
Honolulu, HI 96813
808/548-5435

Zone No. 12, McAllen
Frank Birkhead
6401 S. 33rd St.
McAllen, TX 78501
512/682-4306

Zone No. 14 & Subzone 14-A, Little Rock
Robert Brave
Little Rock Port Authority
7500 Lindsey Rd.
Little Rock, AR 72206
501/490-1468

Zone No. 15 & Subzone 15-A, Kansas City
R. Chris Wyatt
920 Main St.
600 Charter Bank Center
Kansas City, MO 64105
816/421-7666

Zone No. 16, Sault Ste. Marie
James F. Hendricks
Econ. Dev. Corp.
1301 Easterday W. Industrial Park
Sault Ste. Marie, MI 49783
906/635-9131

Zone No. 17, Kansas City
R. Chris Wyatt
Greater Kansas City Foreign-Trade Zone, Inc.
920 Main St.
600 Charter Bank Center
Kansas City, MO 64105
816/421-7666

Zone No. 18, San Jose
Ted Daigle
801 N. First St.
San Jose, CA 95110
408/277-4744

Zone No. 19, Omaha
Irvin H. Smith
Omaha Douglas Civic Center #304
1819 Farnam St.
Omaha, NE 68183
402/444-5921

Zone No. 20, Suffolk
John Hunter
Virginia Port Authority
600 World Trade Center
Norfolk, VA 23510
804/623-8080

Zone No. 21, Dorchester County
A. M. Quattlebaum
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 22 & Subzone 22A, Chicago
Mike Swade
Industrial America Corp.
4343 W. Ohio St.
Chicago, IL 60624
312/722-6600

Zone No. 23, Buffalo
George K. Keitner
901 Fuhrmann Blvd.
Buffalo, NY 14203
716/856-4436

Zone No. 24 & Subzone 24-A, Pittston
James Pettinger
Eastern Distribution Center, Inc.
P.O. Box 31
Avoca, PA 18641
717/655-5581

Zone No. 25, Port Everglades
Albert J. Redlhammer
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

Zone No. 26 & Subzone 26A, Shenandoah
Richard Naspinski
Atlanta Foreign-Trade Zone
50 Amlajack Blvd.
Shenandoah, GA 30265
404/581-0790

Zone No. 27 & Subzone 27A, Massport
Carolyn Yee Wong
99 High St.
Boston, MA 02110
617/482-2930

Zone No. 28, New Bedford
Norman A. Bergeron
Industrial Dev. Cmsn.
1213 Purchase St.
New Bedford, MA 02740
617/997-6501

Zone No. 29, Louisville
James Kellow
6310 Cane Run Rd.
Louisville, KY 40258
502/935-6024

Zone No. 30, Salt Lake City
Shizuko K. Zupon
Room 314, City & County Bldg.
Salt Lake City, UT 84111
801/535-7902

Zone No. 31 & Subzone 31A, Granite City
Oscar Nazetta
2801 Rock Rd.
Granite City, IL 62040
618/877-8444

Zone No. 32, Miami
Sandra Gonzalez
1601 Biscayne Blvd.
Miami, FL 33132
305/350-7700

Zone No. 33 & Subzone 33A, Pittsburgh
Frank Brooks Robinson
534 Union Trust Bldg.
Pittsburgh, PA 15219
412/471-3939

Zone No. 34, Niagara County
Theodore J. Belling
County Office Bldg.
59 Park Ave.
Lockport, NY 14094
716/439-6033

Zone No. 35 & Subzone 35A, Philadelphia
Harold E. Cash
DVFTZ, Inc.
3440 Bartram Ave.
Philadelphia, PA 19153
215/365-5010

Zone No. 36, Galveston
John Massey, Jr.
Galveston Wharves
P.O. Box 328
Galveston, TX 77550
409/766-6112

Zone No. 37, Orange County
Albert Randall
Foreign Trade Dev. Co. of Orange County, Inc.
P.O. Box 6147
Stewart Airport
Newburgh, NY 12550
914/564-7700

Zone No. 38, Spartanburg County
A. M. Quattlebaum
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 39, Dallas/Fort Worth
James Alderson
Dallas/Fort Worth Airport
P.O. Drawer DFW
Dallas/Fort Worth Airport, TX 75261
214/574-6720

Zone No. 40, Cleveland
John Desmond
101 Erieside Ave.
Cleveland, OH 44114
216/241-8004

Zone No. 41 & Subzones 41A & 41B, Milwaukee
Vincent J. Boever
Foreign Trade Zone of Wisconsin, Ltd.
8512 W. Bradley Rd.
Milwaukee, WI 53224
414/354-4404

Zone No. 42, Orlando
William Blood
Orlando International Airport
4101 East 9th St.
Orlando, FL 32812
305/859-9485

Zone No. 43, Battle Creek
Marilyn E. Parks
BC/CAL/KAL Inland Port Authority of S. Central Michigan Dev. Corp.
P.O. Box 1438
Battle Creek, MI 49016
616/968-8197

Zone No. 44 & Subzone 44A, Morris County
Joseph Brady
Office of Int'l Trade
744 Broad St., Rm. 1709
Newark, NJ 07102
201/648-3518

Zone No. 45 & Subzone 45A, Portland
Elaine Lycen
P.O. Box 3529
Portland, OR 97208
503/231-5000

Zone No. 46 & Subzones 46A & 46B, Cincinnati
Joe Kramer
120 W. Fifth St.
Cincinnati, OH 45202
513/579-3143

Zone No. 47, Campbell County
Robert Vogt
N. Kentucky Port Authority
400 Licking Pike
Wilder, KY 41071
606/581-1444

Zone No. 48, Tucson
William Tatom
San Xavier Dev. Authority
P.O. Box 11246
Mission Station, AZ 85734
602/792-6862

Zone No. 49, Newark/Elizabeth
Catherine Durda
Rm. 64 W., One World Trade Center
New York, NY 10048
212/466-7985

Zone No. 50 & Subzone 50A, Long Beach
Michael R. Powers
Board of Harbor Commissioners of the Port of Long Beach
P.O. Box 570
Long Beach, CA 90801
213/437-0041

Zone No. 51, Duluth
Jerome Marks
Seaway Port Authority of Duluth
1200 Port Terminal Dr.
P.O. Box 6877
Duluth, MN 55808
218/727-8525

Zone No. 52, Suffolk County
Joseph C. Giacalone
Suffolk County Dept. of Econ. Dev.
4175 Veterans Memorial Hwy.
Ronkonkoma, NY 11779
516/588-1000

Zone No. 53, Rogers County
Robert W. Portiss
Tulsa Port of Catoosa
5350 Cimarron Rd.
Catoosa, OK 74105
918/266-2291

Zone No. 54, Clinton County
Francis A. Lapham
Clinton County Area Dev. Corp.
Box 19
Plattsburgh, NY 12901
518/561-8800

Zone No. 55 & Subzone 55A, Burlington
C. Harry Behney
Greater Burlington Industrial Corp.
135 Church St.
Burlington, VT 05402
802/862-5726

Zone No. 56, Oakland
Dayton Ballenger
Oakland Int'l Trade Center, Inc.
633 Hagenburger Rd.
Oakland, CA 94607
415/639-7405

Zone No. 57, Mecklenberg County
Richard Primm
Piedmont Distribution Center
P.O. Box 7123
Charlotte, NC 28217
704/588-3277

Zone No. 58, Bangor
Edward McKeon
City of Bangor Econ. Dept.
City Hall
Bangor, ME 04401
207/947-0341

Zone No. 59 & Subzone 59A, Lincoln
Duane Vicary
Lincoln Chamber of Commerce
1221 N St., Suite 606
Lincoln, NE 68508
402/476-7511

Zone No. 60, Nogales
Robert Lawler
Nogales Foreign-Trade Zone
3600 Tucson-Nogales Hwy.
Nogales, AZ 85621
602/281-9101

Zone No. 61, San Juan
Sandra Quinones
Puerto Rico Commercial Dev. Co.
Commonwealth of PR
P.O. Box 4943

San Juan, PR 00936
809/725-1279

Zone No. 62, Brownsville
Al Cisneros
Brownsville Navigation District
Port of Brownsville
P.O. Box 3070
Brownsville, TX 78520
512/831-4592

Zone No. 63, Prince George's County
Frank Sheehan
Prince George's County
State of Maryland
County Administration Bldg.
Upper Marlboro, MD 20870
301/952-3402

Zone No. 64, Jacksonville
M. Fred Whelan
Jacksonville Port Authority
P.O. Box 3005
2701 Tallyrand Ave.
Jacksonville, FL 32206
904/633-5250

Zone No. 65, Panama City
Tommy L. Berry
Panama City Port Authority
P.O. Box 15095
Panama City, FL 32406
904/763-8471

Zone No. 66, Wilmington
Don Fishero
North Carolina State Ports Authority (Operator)
P.O. Box 3248
Wilmington, NC 28406
919/763-1621

Zone No. 67, Morehead City
Don Fishero
North Carolina State Ports Authority (Operator)
P.O. Box 3248
Wilmington, NC 28406
919/763-1621

Zone No. 68, El Paso
Robert C. Jacob, Jr.
El Paso Int'l Airport
El Paso, TX 79925
915/772-4271

Zone No. 70 & Subzones 70A & 70B, Detroit
Joseph T. Auwers
Greater Detroit Foreign-Trade Zone, Inc.
100 Renaissance Center, Suite 1370
Detroit, MI 48243
313/259-8077

Zone No. 71, Windsor Locks
Richard Blackburn
Ind. Dev. Cmsn. of Windsor Locks
Town Office Bldg.
Church St.
Windsor Locks, CT 06096
203/623-3458

Zone No. 72, Indianapolis
Daniel C. Orcutt
Indianapolis Airport Authority
Indianapolis Int'l Airport
2500 South High School Road
Indianapolis, IN 46241
317/277-6271

Zone No. 73, Baltimore/Washington International Airport
T. James Truby
Maryland Dept. of Transportation
BWI Airport
P.O. Box 8766
BWI Airport, MD 21240
301/859-7060

Zone No. 74, Baltimore
Paul Gilbert
Baltimore Econ. Dev. Corp.
36 South Charles St.
Baltimore, MD 21201
301/837-9305

Zone No. 75, Phoenix
Brian Aby
City of Phoenix
Community & Econ. Dev. Admin.
8th Fl., Municipal Bldg.
251 W. Washington
Phoenix, AZ 85003
602/262-6004

Zone No. 76, Bridgeport
Tom Corso
City of Bridgeport City Hall
45 Lyon Terrace
Bridgeport, CT 06604
203/576-7221

Zone No. 77, Memphis
Charles Owen
Memphis & Shelby County Office o Planning & Development
City Hall
125 North Main St.
Memphis, TN 38103
901/528-3307

Zone No. 78 & Subzones 78A & 78B, Nashville
Ed J. Johnson
Metropolitan Nashville-Davidson County Port Authority
601 Stahlman Bldg.
Nashville, TN 37201
615/259-6121

Zone No. 79, Tampa
Steve Michelini
Bureau of City Planning
306 Jackson St.
City Hall Plaza, 8th Fl., East Wing
Tampa, FL 33602
813/223-8401

Zone No. 80, San Antonio
Kenneth W. Daly
City of San Antonio
P.O. Box 9066
San Antonio, TX 78285
512/299-8080

Zone No. 81 & Subzone 81A, Portsmouth
George Smith
New Hampshire State Port Authority
555 Market St.
Box 506
Portsmouth, NH 03801
603/436-8500

Zone No. 82, Mobile
Lee H. Corey
City of Mobile
Office of Econ. Dev.
P.O. Box 1827
Mobile, AL 36608
205/438-7433

Zone No. 83, Huntsville
J.E. Mitchell, Jr.
Huntsville-Madison County Airport Authority
P.O. Box 6006
Huntsville, AL 35806
205/772-9395

Zone No. 84, Harris County
Richard P. Leach
Port of Houston Authority
P.O. Box 2562
Houston, TX 77001
713/225-0671

Zone No. 85, Everett
William P. Jeske
Econ. Dev. Council of Puget Sound
1900 Seattle Tower
1218 Third Ave.
Seattle, WA 98101
206/622-2730

Zone No. 86, Tacoma
William P. Jeske
Econ. Dev. Council of Puget Sound
1900 Seattle Tower
1218 Third Ave.
Seattle, WA 98101
206/622-2730

Zone No. 87, Lake Charles
James E. Sudduth
Port of Lake Charles
Lake Charles Harbor & Terminal District
P.O. Box AAA
Lake Charles, LA 70602
318/439-3661

Zone No. 88, Great Falls
Gary Richardson
P.O. Box 3324
Great Falls, MT 59403
406/761-5037
See our ad on pg. 199

Zone No. 89, Clark City
Al Dague
Nevada Dev. Authority
McCarran Int'l Airport
P.O. Box 11128
Las Vegas, NV 89111
702/739-8222

Zone No. 90, Onondaga
Earl Evans
Greater Syracuse Foreign Trade Zone
One Lincoln Center
Syracuse, NY 13202
315/422-0121

SOURCES Listing of Plant Location information categories with source material in bold type.

State Information & Environmental Controls

Sources: State and provincial departments of economic/industrial development

Industrial Development Counselors

Sources: **Membership list of the Industrial Developers Association of Canada,** Sparks, Ottawa, Ontario; **membership list of the American Trucking Association,** 1616 P St., N.W., Washington, D.C. 20036; **membership list of the Association of Port Authorities Inc.,** 1612 K St., N.W., Washington, D.C., 20006; **roster of the U.S. Foreign Trade Zone Board,** U.S. Dept. of Commerce Bldg., Washington, D.C. 20230; and Plant Location internal sources.

Population

Cities over 25,000

Standard Metropolitan Statistical Areas — SMSA's

All population information contained in Plant Location is based on cities with population of 25,000 or more except where specifically noted.

Sources: Census figures for U.S. are from **1980 Census of Populations, Final Reports, Number of Inhabitants PC (1)A Series C3.223/5:970/1A through 58A,** Bureau of the Census, U.S. Dept. of Commerce. Estimates for 1983 are from **Sales & Marketing Management Survey of Buying Power, July 1983** (copyright 1983, further reproduction prohibited), Bill Communications Inc., New York. Census figures for Canada are from **1981 Census of Canada, Catalogue 92-754,** Statistics Canada.
Explanatory note: Standard Metropolitan Statistical Areas (SMSA's) are integrated economic and social units with a recognized large population nucleus (generally at least one city of 50,000 inhabitants or more) in which a large volume of daily travel and communication is carried on between the central city and outlying parts of the area. Each area consists of one or more whole counties, except in New England where the town rather than the county is the basic unit. For components of SMSA's and their respective populations see **1980 Census of Population, Number of Inhabitants, U.S. Summary, PC (1)-A1,** Bureau of the Census, U.S. Dept. of Commerce.

Labor

Manufacturing Payrolls, Average Gross for Production Workers

Sources: **Employment and Earnings, November 1983, Vol. 32, No. 11,** Bureau of Labor Statistics, U.S. Dept. of Labor; and **Employment, Earnings and Hours, July 1983, Catalogue 72-002,** Statistics Canada.

Industrial Mix

Sources: **Bureau of Labor Statistics,** U.S. Department of Labor: and **Employment, Earnings and Hours, July 1983, Catalogue 72-002,** Statistics Canada.

SMSA Wage Survey Average straight-time hourly earnings in manufacturing in $

Source: **Area Wage Survey Bulletins,** Bureau of Labor Statistics, U.S. Dept. of Labor.

Unemployment Major Labor Market Areas

Sources: **Employment and Earnings, November 1983, Vol. 32, No. 11,** Bureau of Labor Statistics, U.S. Dept of Labor; and **Canadian Statistical Review, November 1983, Catalog 11-003E,** Statistics Canada.

Transportation

Railroads & Airlines Serving Cities of 25,000 or More

Sources: **The Official Railway Guide, North American Freight Service Edition, January/February 1984,** National Railway Publication Co., 424 W. 33rd St., New York, NY; and **Travel Planner & Hotel/Motel Guide, Winter 1983,** Reuben H. Donnelley Corp., 2000 Clearwater Dr., Oak Brook, IL 60521.

Utilities

Electric & Gas Utilities Serving Cities Over 25,000

Sources: **Electrical World Directory of Electric Utilities, 1983-84 Edition,** McGraw-Hill Book Co., 1221 Ave. of the Americas, New York, NY 10020; and **Brown's Directory of North American Gas Companies, 1983 Edition,** Harcourt Brace Jovanovich, 1 E. 1st St., Duluth, MN 55802.

Raw Materials

Mineral Production

Sources: **Mineral Industry Surveys,** U.S. Dept. of the Interior, Bureau of Mines, 2401 E St., N.W., Washington, D.C. 20241 (production measured by mine shipments, sales or marketable production, including consumption by producers); and **Canada's Mineral Production, Catalogue 26-202,** Statistics Canada.

Climate

Mean Temperature & Annual Degree Day Normals — 1951-1980

Sources: **Climatography of the U.S., No. 81, Monthly Normals of Temperature, Precipitation, & Heating & Cooling Degree Days 1951-1980,** U.S. Dept. of Commerce, National Climatic Center; and **Canada Year Book,** Statistics Canada.
Explanatory note: The degree-day unit used in the U.S. represents a difference of 1° between the mean temperature of a given day and a given standard temperature. In heating, the degree-day units for a given day are the number of degrees that the mean temperature for that day is below 65°F.

Industry Profiles found throughout this edition are from **U.S. Industrial Outlook 1984,** Domestic & International Business Administration, U.S. Dept. of Commerce.

Publications of U.S. federal agencies and departments may be obtained from the department itself or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. **Canadian federal publications** may be obtained from Statistics Canada, Ottawa, Ontario or from Information Canada, Publishing Division, Ottawa, Ontario K1A 0V6.

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name

NEW ENGLAND STATES

- CONNECTICUT
- MAINE
- MASSACHUSETTS
- NEW HAMPSHIRE
- RHODE ISLAND
- VERMONT

Regional Review

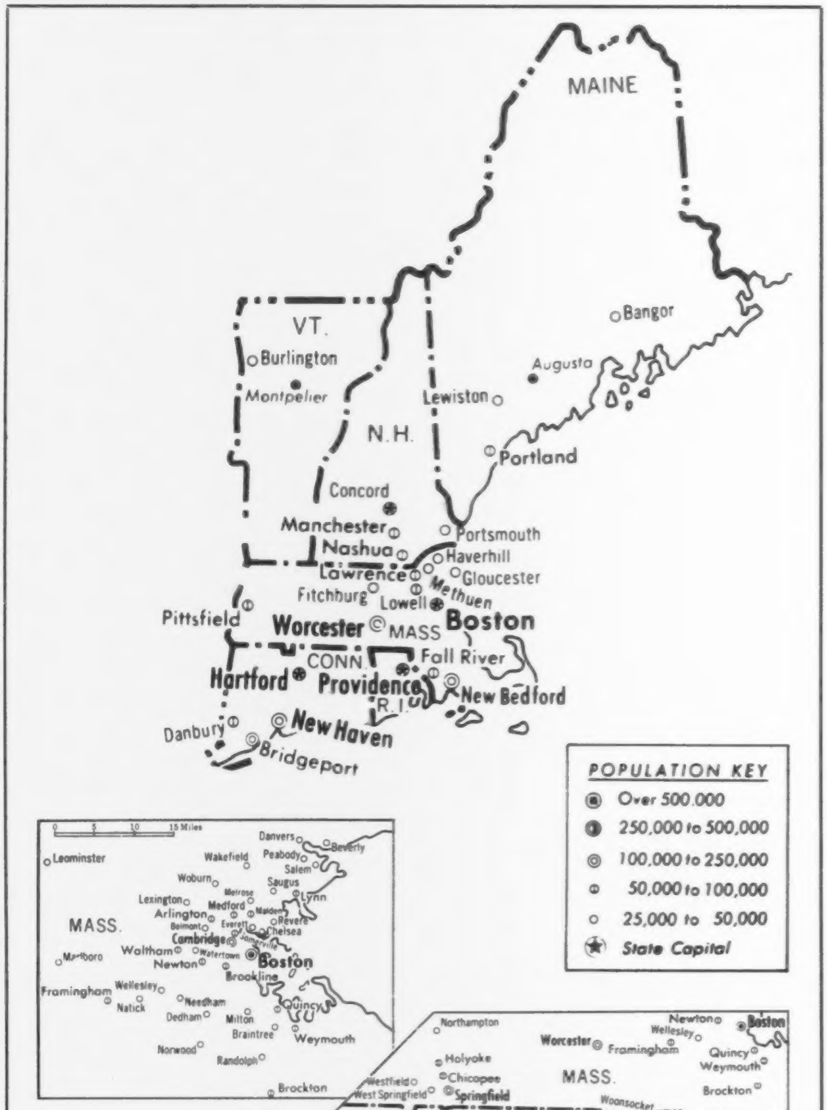
by Alan C. Kolz

New England may be separated into two distinct sub-regions: The northern sector, encompassing Vermont, New Hampshire and Maine; and the southern sector, comprised of Massachusetts, Connecticut and Rhode Island. The strengths of each section are profoundly distinct, allowing potential industrial residents to choose a site based on diverse attributes. Yet there are areas in each state that transcend borders, making their economic potential regional, rather than state-oriented.

The northeast sector of Connecticut and the south central section of Massachusetts, for example, relate closely with Rhode Island in a common labor force. Further north, the Connecticut River Valley area between New Hampshire and Vermont is expected to be a viable shared revitalization sector. And the Rochester/Dover (N.H.) and Berwick (Me.) area is projected to be the next fast-track growth region in New England.

The state departments of economic development are becoming more aggressive in their pursuit of new industry. Although high technology firms have been a major part of the region's industrial base, "diversification" is a key word today. That diversification is being pursued selectively and carefully, so that new firms will complement the existing industrial weave.

Vermont. Director of Economic Development Robert Justis reports that industrial inquiries were up in 1983 after the recession years of limited ac-



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Mr. Kolz has been an industrial consultant for the past 10 years, with extensive experience in site selection, facility planning and plant relocation. He is based in Manchester, N.H.

tivity. He notes that there has been more activity from service companies, especially in the southern tier, as companies from Massachusetts move northward. Despite the flurry of service firms coming into the state, Vermont is intent on keeping its industrial base diversified and is not interested in courting high-tech firms alone.

Although unemployment in Vermont is a mere 4.6%, two specific areas of the state boast excellent labor resources. The Newport, or "Northeast Kingdom," region, near the Canadian border, has attracted many growing Canadian-based companies. The Vermont location offers these firms an additional labor supply as well as advantage of the larger U.S. market for their products.

The Springfield/Connecticut River Valley area is another region rich in resources: The decline of old-line resident companies has made available trained labor in the machining trades, and the proximity of Dartmouth in Hanover, N.H. makes the area extremely attractive in terms of education and availability.

In addition to Industrial Revenue Bonds, Vermont offers state financing at 4% interest to qualified companies. Industrial training programs are an additional incentive; the state agency for training works closely with the industrial community and can proceed on a a "fast-track" basis to meet the immediate needs of businesses. It boasts an apprenticeship program and its own facilities.

New Hampshire. New Hampshire enjoys a position as the northern extension of the Route 128 high-tech community. It receives the Massachusetts overflow because of its tax situation, trained labor, and educational opportunities. While the state is beginning to pursue industry in other disciplines, it indicates that the electronics industry is its chief interest.

It is easier for the state to lure more high-tech firms because of the number of established residents firms and the specialized schools for technical training. The training facilities are centered in the vo-tech system, which offers regional centers and interfaces closely with industry.

The unemployment rate in New Hampshire is only about 3.5%, but there are many residents who commute to work in Massachusetts and Maine that would be potentially available for employment within the state's borders. And a significant financial consideration in the state is the low cost of unemployment compensation for employers—the lowest in New England.

The relaxed lifestyle of New Hampshire continues to be a drawing card, and in spite of the growth in the southern section, the scenic state has remained much as it was. Access to Boston via major arteries allows residents to have the best of both worlds.

Paul Guilderson, director of industrial development, says that areas in the state (other than the southern section) that would successfully support industry include: Laconia (central N.H.); Claremont (in the Connecticut River Valley, near Dartmouth); and Dover/Rochester/Portsmouth (southeast quadrant). The latter shares a common labor area with southern Maine and has the second largest concentration of labor and industry in the state. Like Manchester/Nashua, it is only about an hour from Logan Airport in Boston—a major consideration in past regional growth in the state.

Maine. Maine is emerging as an industrial giant, but in a controlled, considered manner. Historically, it has been attractive site for industry related to its natural resources. State Director Leslie Stevens stated that while his office continues to pursue those firms, they have also begun to diversify their industrial base.

The state has embarked on an aggressive but selective promotion program, concentrating on Canadian, Middle Atlantic, and southern New England industry. They are promoting internal growth as well, and are also interested in supporting emerging, start-up industry. They are specifically looking for industries using the end products already made in the state—businesses using paper products, for example.

Stevens said that 1983 closed with significant increases in industry inquiries. Projects that were nearly shelved because of the recent recession are being reactivated in a serious, affirmative manner, and Maine is definitely on the move.

The major growth areas lie within 30 to 50 miles of the Route 95 corridor. The region forms a pie-shaped wedge running from Bangor to Portland and to the area of Maine opposite the Dover/Rochester area of New Hampshire. The largest amount of activity is in the southern area; Portland has become a cosmopolitan center of culture and finance, and is a focal point in the state.

Massachusetts. Massachusetts is experiencing excellent economic times, and high-tech industry is at the root of its prosperity. Statewide unemployment is decreasing (to 5.6% in November 1983) and new promotion programs are being pursued, with an emphasis on internal growth. The state ranks high in the dedication of its workforce and in the strength of its higher educational institutes.

Bill Sugrue of the state's office of economic development notes that a shift in industrial concentration is beginning, especially near the Route 128 high-tech corridor. Electronics companies are moving and expanding to the western part of the state; they are sticking close by established educational and research facilities, however. Service firms and warehousing operations are taking up residence in the corridor as this movement occurs.

Other areas of growth include the area from Lowell south to Framingham and the western Chicopee/Springfield/Holyoke section. The corridor down to Hartford, Conn. is feeling revitalization and growth. As the lower end of Route 495 has been completed, Boxboro and neighboring towns have been opened to industry. There has also been an economic resurgence in the Worcester area.

Two areas that were cause for concern in the past, the Fall River and New Bedford regions, are slowly rebounding as the industrial base diversifies. The North Adams area still awaits an economic renaissance.

Connecticut. Connecticut is maintaining its thrust of growth and is, like Massachusetts, concentratiing on expansion from within. According to Mel Feinstein, state director of economic development, the state is also actively pursuing offshore industries from Europe and the Orient; proximity to the ports of New York are a drawing factor.

The state's industrial base has been in transition, as primary metals, apparel and textile industries have declined and instrumentation, transport equipment, pharmaceuticals, research and development, health care and service industries have significantly increased. Resident industries have diversified to meet new industry needs; over 30% of Connecticut's manufacturing is now technically oriented.

Specific growth areas include the Hartford corridor, which continues to spawn software and service industries; Danbury, with solid electronics growth; the coast of the Long Island Sound; and Torrington and Westbury. The northeastern section of the state is lagging, but not idle. There are good opportunities in that area, according to state personnel, as well as in certain urban areas such as Waterbury, New Haven, and Bridgeport.

To aid in the development of these and other less active areas, the state has initiated diverse and extensive financial packages. Tax rebates and job training opportunities are among the incentives offered. The state is also working closely with municipalities to develop industrial parks and sites.

The state university is developing a science and technology park on campus, and the entire public education system is being reorganized to better serve the needs, both current and future, of resident businesses.

Rhode Island. Like her neighbors, Rhode Island has launched an aggressive and professional program to increase industrial development. Three European offices have been opened and the state is actively courting Mid-Atlantic and northern Midwest industries. The state's efforts are specifically targeted: Insurance, healthcare, and marine products are the industries of choice. Diversification is a goal, but growth is being controlled to hold within the existing industrial capacities of the state. Rhode Island is aiming at expanding proven labor and educational strengths rather than striking out into unfamiliar industrial territory.

Norton Berman, state director of economic development, points out that average industrial wages are below the national average, contrary to popular opinion. He also states that development inquiries have increased significantly in the last six month—a sign that the little state is being rediscovered.

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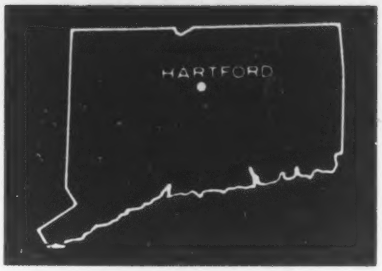


CONNECTICUT

State Information

Financial assistance to industry:

- Development incentives (financial)
- Tax incentives
- Bonds and direct loans for buildings & construction
- Bonds and direct loans for machinery & equipment
- Bonds and direct loans for land
- Bonds and direct loans for pollution control & energy conservation
- Urban area development incentives
- Urban enterprise zone development incentives
- New product development financing
- Industrial mortgage indurance
- Assistance for job training
- Private and public financing programs

Tax rates:

Corporate income tax 11.5%
Personal property tax levied by local communities, assessment at 70% fair market value in most towns
Manufacturers' inventories of finished goods, goods in process and mercantile inventories exempt from local property tax
Machinery & equipment used directly in manufacturing process exempt from sales tax
Sales tax
  Retail sales.........................7½%
  Business services 7½%
Equipment and machinery tax.................. same as property
Gasoline tax .... $.14/gal.
Gasohol tax .... $.13/gal.

Advanced education facilities:

Four-year colleges and universities 24
Two-year or junior colleges...............34
Vocational and business schools....93

Medical facilities:

Hospitals 67
Clinics...40

Labor analysis:

High school graduates 46,400
Mfg. workers in unions..............22.9%

Source: **Connecticut Department of Economic Development**

State Employment Security Agency

For additional labor market information: Employment Security Division, Labor Dept., 200 Folly Brook Blvd., Wethersfield, 06106, 203/566-5160

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
CONNECTICUT	3,107.6	3,134.1
Bridgeport	142.5	140.4
Bristol	57.4	58.0
Danbury	60.5	62.3
East Hartford	52.6	51.8
East Haven	25.0	NA
Enfield	42.7	42.2
Fairfield	54.8	54.8
Greenwich	59.6	59.5
Groton	41.1	41.3
Hamden	51.1	51.8
Hartford	136.4	132.7
Manchester	49.8	49.8
Meriden	57.1	57.9
Middletown	39.0	39.0
Milford	50.9	51.1
Naugatuck	26.5	NA
New Britain	73.8	72.3
New Haven	126.1	124.7
New London	28.8	28.5
Newington	28.8	NA
Norwalk	77.8	78.1
Norwich	38.1	37.7
Shelton	31.3	NA
Southington	36.9	NA
Stamford	102.5	101.8
Stratford	50.5	51.1
Torrington	31.0	NA
Trumbull	33.0	NA
Vernon	28.0	NA
Wallingford	37.3	NA
Waterbury	103.3	103.0
West Hartford	61.3	60.3
West Haven	53.2	53.7
Westport	25.3	NA
Wethersfield	26.0	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
*Bridgeport—Stamford—Norwalk—Danbury	867.5	813.2
*Hartford—New Britain—Middletown—Bristol	942.1	1,056.8
*New Haven—Waterbury—Meriden	702.9	766.9
New London—Norwich, CT—RI	248.6	241.3
Springfield, MA—CT	530.7	582.1

*SMSA renamed in federal government's latest revisions.

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bridgeport	30	74	5501	746
Hartford	25	73	6174	666
Middletown	27	73	5976	611
Norwalk	28	73	5847	598

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—September 1983*

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONNECTICUT	404.6	41.8	8.88
Bridgeport	57.8	42.4	9.35
Hartford	87.3	41.6	9.55
New Britian	24.1	41.7	9.23
New Haven—West Haven	36.7	40.7	8.66
Stamford	31.6	39.7	8.68
Waterbury	28.3	43.7	7.55

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
CONNECTICUT	1,627.3	79.1	4.9
Bridgeport	192.3	10.9	5.6
Hartford	395.6	18.2	4.6
New Britain	71.1	3.9	5.5
New Haven — West Haven	199.9	11.4	5.7
Stamford	131.5	4.4	3.4
Waterbury	105.0	5.9	5.7

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Hartford 7/83
Office, professional & technical	
Clerks, payroll	6.36
Secretaries	8.14
Stenographers I	NA
Switchbd opr-receptionists	5.84
Drafters	9.38
Electronics technicians	10.68
Computer operators	8.45
Computer programmers (business)	10.96
Maintenance & powerplant (men & women)	
Carpenters	10.41
Electricians	11.06
Engineers, stat'y	NA
Machinists (men only)	9.96
Mechanics (machinery)	9.91
Tool & die makers	11.10
Custodial & material movement (men)	
Guards and watchmen (men & women)	7.80
Janitors, porters & cleaners	*6.78
Laborers, mat'l hdlg (men & women)	8.25
Ship & receive clks	7.22
Truckdrivers	9.07
Forklift operators (men & women)	8.28

*Computed from available statistics

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,425.5	....	....
MANUFACTURING	416.2	40.5	8.23
Primary Metal Industries—SIC 33	17.6	41.3	8.78
Fabricated Metal Products—SIC 34	59.8	40.5	7.69
Machinery Except Electrical—SIC 35	51.7	41.6	8.80
Electrical & Electronic Equipment—SIC 36	50.1	39.9	6.90
Transportation Equipment—SIC 37	84.0	41.0	10.30
Instruments and Related Products—SIC 38	28.3	42.2	7.55
Food and Kindred Products—SIC 20	13.1	40.1	7.71
Textile Mill Products—SIC 22	7.5	37.5	6.35
Apparel and Other Textile Products—SIC 23	10.0	35.2	5.32
Paper and Allied Products—SIC 26	10.0	45.0	8.41
Printing and Publishing—SIC 27	25.4	37.3	8.39
Chemicals and Allied Products—SIC 28	21.3	41.5	9.23
Rubber and Plastics Products, NEC—SIC 30	13.0	39.7	7.01

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Bridgeport 1, 8, 17
Bristol (Hartford)
Danbury 1 (White Plains, NY)
East Hartford 1 (Hartford)
East Haven (New Haven)
Enfield (Hartford)
Fairfield 1 (Bridgeport)
Greenwich 1 (White Plains, NY)
Groton 3 (New London)
Hamden (New Haven)
Hartford 1, 4, 8 to 13, 16 to 24
Manchester 1 (Hartford)
Meriden 1 (Hartford)
Middletown 1 (Hartford)
Milford 1 (Bridgeport)
Naugatuck (New Haven)
New Britain 1 (Hartford)
New Haven 1, 14, 17
New London 1, 2, 5, 14, 17
Newington 1 (Hartford)
Norwalk 1 (White Plains, NY)
Norwich 2, 3 (New London)
Shelton 1 (New Haven)
Southington (Hartford)
Stamford 1 (White Plains, NY)
Stratford 1 (Bridgeport)
Torrington (Hartford)
Trumbull (Bridgeport)
Vernon (Hartford)
Wallingford 1 (New Haven)
Waterbury 1 (New Haven)
West Hartford 2 (Hartford)
West Haven 1 (New Haven)
Westport 1 (Bridgeport)
Wethersfield (Hartford)

Railroads

1. Conrail
2. Central Vermont
3. Province & Worcester

Airlines

4. Air Vermont
5. Allegheny Commuter
6. Altair Airlines
7. American
8. Atlantic Air
9. Bar Harbor Airlines
10. Best Airlines
11. Delta
12. Eastern
13. Empire
14. Newair
15. New York Air
16. Northeastern Int'l
17. Pan Am
18. People Express
19. Piedmont
20. Pilgrim Airlines
21. Ransome Airlines
22. TWA
23. United
24. USAir

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Bridgeport — 1e, 5g
Bristol — 9eg
Danbury — 9eg
East Hartford — 9e, 3g
East Haven — 1e, 5g
Enfield — 9eg
Fairfield — 1e, 5g
Greenwich — 9e, 3g
Groton — 2e, 9e
Hamden — 1e, 5g
Hartford — 3g, 9eg
Manchester — 3g, 9eg
Meriden — 9eg
Middletown — 9eg
Milford — 1e, 5g
Naugatuck — 9eg
New Britain — 9e, 3g
New Haven — 1e, 5g
Newington — 9e, 3g
New London — 9eg
Norwalk — 4e (serves E. Norwalk), 8e (serves S. Norwalk), 9eg
Norwich — 7eg
Shelton — 1e, 9g
Southington — 9eg
Stamford — 9eg
Stratford — 1e, 5g
Torrington — 9eg
Trumbull — 1e, 5g
Vernon — 9eg
Wallingford — 6e, 9g
Waterbury — 9eg
West Hartford — 9e, 3g
West Haven — 1e, 5g
Westport — 9e, 5g
Wethersfield — 9e, 3g

1. United Illuminating Co.
   80 Temple St., New Haven 06506
2. Groton Dept. of Utilities
   295 Meridan St., Box 820, Groton 06340
3. Connecticut Natural Gas Corp.
   100 Columbus Blvd., Hartford 06103
4. Norwalk Third Taxing Dist.
   2 Second St., Norwalk 06855
5. Southern Conn. Gas Co.
   880 Broad St., Bridgeport 06601
6. Wallingford Elec. Div.
   100 John St., P.O. Box 190, Wallingford 06492
7. Norwich Dept. of Public Utilities
   34 Shetucket St., Norwich 06360
8. S. Norwalk Electric Works
   State St., Box 400, S. Norwalk 06856
9. Northeast Utilities
   107 Selden St., Berlin 06037

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	16	94
Lime	8	625
Sand & gravel (excl. industrial)	5,800	17,500
Stone:		
Crushed	6,990	36,600
Dimension	20	1,046
Combined value of feldspar, gem stones, mica, sand and gravel (industrial)		3,520

Grand Total Connecticut 1982.......59,385

* = thousand short tons

Environment Controls

Air Pollution

Air Compliance Section, State Dept. of Environ. Protection, State Off. Bldg., Hartford, 06115, 203/566-4030

Water Pollution

Water Compliance and Hazardous Substances Section, same address as above, 203/566-3245

Noise Pollution

Office of Noise Control, same address as above, 203/566-7494

Industrial Development Counselors

State Development Agency

Carson, John J., Cmsr.
Connecticut Dept. of Econ. Dev.
210 Washington St.
Hartford, 06106
203/566-3787

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 17.

Utilities, Banks, Areas & Others

Chesire

Waterhouse, Mark D., C.I.D.
Mgr., Area Sales
The F.I.P. Corp.
10 McPhee Pl.
P.O. Box 748, 06410
203/271-0353

Hamden

Heston, George W., C.I.D.
Econ. Dev. Consult.
98 Thorton St., 06517
203/272-6411

Hartford

Studley, Don, Econ. Dev. Coord.
Northeast Utilities Svc. Co.
P.O. Box 270, 06101
203/666-6911

Middletown

McHugh, Larry, Pres.
Middlesex Chamber of Comm.
70 College St., 06457
203/347-6924

New Haven

Econ. Dev. Dir.
New Haven Chamber of Comm.
P.O. Box 1445, 06506
203/787-6735

Waterbury

Blankenship, Charles J., Exec. Dir.
Naugatuck Valley Dev. Corp.
Waterbury Ind. Commons
1875 Thomaston Ave., 06704
203/574-7704

Shea, William A., V.P. & Mgr.
Ind. Dev. Dept.
Colonial Bank
81 W. Main St., 06702
203/574-7019

MAINE

State Information

Financial assistance to industry:

- Financial packaging assistance
- Industrial & revenue bonds for land, buildings & equipment
- Umbrella revenue bonds for small companies
- Regional revolving loan funds
- Community development loans
- Subsidized training programs
- Loan guarantees
- Venture capital
- SBA 503 loans
- Jobs and investment tax credit
- Farmers Home Administration loan guarantees
- Urban Development Action Grants (most communities eligible)
- No inventory tax
- No sales tax on new machinery/equipment used in production
- No sales tax on air/water pollution control equipment
- No sales tax on raw materials used in manufacturing of products for resale

Tax rates:

Corporate income tax ....3.5% on first $25,000; 7.93% on income between $25,000 and $75,000; 8.33% on income between $75,000 and $250,000; and 8.93% on excess over $250,000.

Personal income tax ....1 to 10%

Personal property tax .....varies locally

Sales tax.......................................5%

Franchise tax ....none

Incorporation tax ....none

Corp. filing fee: minimum fee $60.00; maximum fee depends on par value of stock or number of shares

Advanced education facilities:

Private degree colleges	16
Campuses of state university	7
Post-secondary vocational technical institutes	6
Secondary vocational technical schools	25

Source: **Maine State Development Office**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
MAINE	1,124.7	1,148.3
Bangor	31.6	31.8
Lewiston	40.5	40.5
Portland	61.6	60.6

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MAINE	108.8	40.5	7.67
Lewiston — Auburn	11.7	39.4	6.21
Portland	16.9	38.8	7.69

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
MAINE	556.0	39.2	7.1
Lewiston—Auburn	39.9	3.1	7.7
Portland	99.3	5.4	5.5

*Preliminary figures

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Bangor	83.9	138.4
Lewiston—Auburn	72.4	100.6
Portland	183.6	219.4
Portsmouth—Dover—Rochester, NH—ME	163.9	293.9

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., 20 Union St., Augusta, 04330, 207/289-3029

Environment Controls

Air, Water, Land & Hazardous Waste Pollution

Henry Warren, Cmsr., Dept. of Environ. Protection, AMHI, Ray Bldg., Augusta, 04333, 207/289-2811

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Portland ME 12/82
Office, professional & technical	
Clerks, payroll	6.11
Secretaries	7.25
Stenographers	NA
Switchbd opr-receptionists	5.85
Drafters	(a)8.34
Electronic technicians	(a)8.68
Computer operators	7.31
Computer programmer (business)	*8.48
Maintenance & powerplant (men)	
Carpenters	(a)9.38
Electricians	9.34
Machinists	9.36
Mechanics (machinery)	7.41
Tool & die makers	9.39
Custodial & material movement (men)	
Guards & watchmen	6.76
Janitors, porters & cleaners	6.87
Laborers, material handling	6.24
Shipping & receiving clerks	6.14
Truckdrivers	7.67
Forklift operators	6.74

*Computed from available statistics
(a) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	410.6	....	....
MANUFACTURING	107.4	40.0	7.22
Lumber and Wood Products—**SIC 24**	11.7	39.5	6.87
Food and Kindred Products—**SIC 20**	9.0	37.4	5.84
Textile Mill Products—**SIC 22**	7.0	38.9	5.49
Apparel and Other Textile Products—**SIC 23**	4.7	36.8	5.23
Paper and Allied Products—**SIC 26**	17.6	45.9	10.10
Leather and Leather Products—**SIC 31**	19.8	37.4	5.46

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Lewiston	21	70	7351	390
Portland	22	68	7501	254

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Bangor 1, 2, 6, 7, 8, 11
Lewiston 2, 3, 7
Portland 2, 3, 4, 5, 7 to 10

Railroads

1. Bangor & Aroostook
2. Maine Central
3. Canadian National Rail
4. Boston & Maine

Airlines

5. Air Vermont
6. Bangor Int'l Airline
7. Bar Harbor Airlines
8. Delta
9. People Express
10. United
11. Valley Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Bangor — 3e, 4g
Lewiston — 1e, 2g
Portland — 1e, 2g

1. Central Maine Power Co.
   Edison Drive, Augusta 04336
2. Northern Utilities, Inc.
   1075 Forest Ave., Portland 04104
3. Bangor Hydro Electric Co.
   33 State St., Bangor 04401
4. Maine Utility Gas Co.
   34 Central St., Bangor 04401

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	33	80
Sand & gravel	5,200	9,200
Stone, crushed	1,100	3,800
Combined value of other nonmetals		15,414
Grand Total Maine 1982		**28,494**

* = thousand short tons

Industrial Development Counselors

State Development Agency

Stevens, Leslie E., Dir.
State Dev. Office
State House Station 59
193 State St.
Augusta, 04333
207/289-2656

Railroad, Motor & Water Carriers

Industrial development directors are listed in transportation index, page 25.

Utilities, Banks, Areas & Others

Auburn
Jordan, M. Peter
Special Projects Coord.
Auburn Comm. Dev.
45 Spring St., 04210
207/786-2421

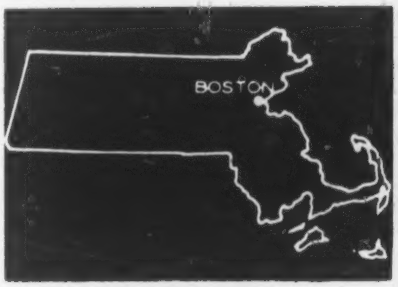
Augusta
Kelso, Richard L., C.I.D., V.P.
Maine Dev. Fdtn.
Box 4, 1 Memorial Circle, 04330
207/622-6346
Wagner, Richard F., Jr., C.I.D.
Area Dev. Dir.
Central Maine Power Co.
Edison Dr., 04336
207/623-3521 Ext. 2392

Biddeford
Johnson, Roger R., Dir.
Econ. Improvement Cmsn.
Main St., P.O. Box 586, 04005
207/283-0181

Lewiston
Wagner, Diane, Acting Exec. Dir.
Econ. Growth Council
40 Pine St., 04240
207/784-0161

Portland
Cleaves, Robert E., C.I.D.
Consultant
766 Stevens Ave., 04103
207/797-7168

Waterville
Keefe, James K., C.I.D.
Econ. Research Assoc.
38 Johnson Hts., 04901
207/873-1396



MASSACHUSETTS

State Information

Financial assistance to industry:
- Tax incentives
- Revenue bonds and industrial mortgage guarantee
- Bonds for pollution control equipment
- Aid for job training
- Technical assistance and start up capital for small technology based businesses

Tax rates:

Corporate income tax	9.5%
Personal income tax	5.375% on earned income, or 10.75% on unearned (stock dividends, etc.)
Personal property tax	varies locally
Sales tax	5%
Inventory tax	$2.60/M

Advanced education facilities:

Four-year colleges and universities	84
Two-year or junior colleges	35
Vocational and business schools	169

Source: **Massachusetts Department of Commerce and Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
MASSACHUSETTS	5,737.0	5,765.0
Agawam	26.3	NA
Amherst	33.2	NA
Andover	26.4	NA
Arlington	48.2	47.3
Attleboro	34.2	35.4
Barnstable	30.9	NA
Belmont	26.1	NA
Beverly	37.7	NA
Billerica	36.7	NA
Boston	563.0	542.5
Braintree	36.3	NA
Brockton	95.2	98.0
Brookline	55.1	54.4
Cambridge	95.3	94.6
Chelmsford	31.2	NA
Chelsea	25.4	NA
Chicopee	55.1	53.1
Dedham	25.3	NA
Everett	37.2	NA
Fall River	92.6	92.9
Fitchburg	39.6	39.2
Framingham	65.1	65.8
Gloucester	27.8	28.0
Haverhill	46.9	47.5
Holyoke	44.7	43.8
Lawrence	63.2	62.9
Leominster	34.5	35.4
Lexington	29.5	NA
Lowell	92.4	92.5
Lynn	78.5	76.7
Malden	53.4	53.0
Marlboro	30.6	NA
Medford	58.1	56.9
Melrose	30.1	NA
Methuen	36.7	NA
Milton	25.9	NA
Natick	29.5	NA
Needham	27.9	NA
New Bedford	98.5	99.2
Newton	83.6	82.3
Northampton	29.3	30.0
Norwood	29.7	NA
Peabody	46.0	46.0
Pittsfield	52.0	50.9
Plymouth	35.9	NA
Quincy	84.7	84.3
Revere	42.4	41.9
Salem	38.2	38.1
Somerville	77.4	75.1
Springfield	152.3	151.1
Stoughton	26.7	NA
Taunton	45.0	46.0
Waltham	58.2	57.6
Watertown	34.4	NA
Wellesley	27.2	NA
West Springfield	27.0	NA
Westfield	36.5	36.6
Weymouth	55.6	56.1
Woburn	36.6	NA
Worcester	161.8	160.2

NA = not available

State Employment Security Agency

For additional labor market information: Employment Security Div., Charles F. Hurley Employment Security Bldg., Government Center, Boston, 02114, 617/727-7412

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
*Boston—Lawrence—Salem—Lowell—Brockton, MA—NH	3,448.2	3,656.5
*New Bedford—Fall River—Attleboro, MA—RI	346.2	484.9
Pittsfield	90.5	143.6
*Providence—Pawtucket—Woonsocket, RI—MA	919.2	874.9
*Springfield, MA—CT	530.7	582.1
*Worcester—Fitchburg—Leominster	472.9	652.1

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MASSACHUSETTS	629.0	40.7	8.12
Boston	287.2	40.0	8.76
Brockton	11.2	39.2	6.64
Fall River	19.6	37.6	6.65
Lawrence—Haverhill	41.7	40.3	8.26
Lowell	33.0	40.4	7.53
New Bedford	24.7	39.6	7.28
Springfield—Chicopee—Holyoke	55.9	41.5	8.27
Worcester	41.1	40.3	8.41

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
MASSACHUSETTS	3,023.1	213.0	7.0
Boston	1,461.8	89.1	6.1
Brockton	81.9	6.9	8.4
Fall River	74.5	7.5	10.0
Lawrence—Haverhill	150.7	12.5	8.3
Lowell	134.6	8.3	6.1
New Bedford	87.6	9.7	11.0
Springfield—Chicopee—Holyoke	298.8	21.5	7.4
Worcester	197.5	14.5	7.3

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Boston 8/83	Worcester 4/83
Office, professsional & technical		
Clerks, payroll	7.65	6.83
Secretaries	8.62	7.84
Stenographers	*8.50	NA
Switchbd opr-receptionists	6.60	5.85
Drafters V	13.11	NA
Electronic technicians	9.73	NA
Computer operators	8.56	7.66
Computer programmers (business)	11.82	10.97
Maintenance & powerplant (men)		
Carpenters	10.55	9.39
Electricians	11.44	10.38
Engineers, stationary	11.89	10.57
Machinists	10.98	10.33
Mechanics (machinery)	9.95	9.77
Tool & die makers	11.56	9.40
Custodial & material movement (men)		
Guards and watchmen	7.98	6.82
Janitors, porters & cleaners	7.42	6.39
Laborers, mat'l handling	6.35	7.08
Shipping & receiving clerks	7.49	7.40
Truckdrivers	9.74	8.68
Forklift operators	8.54	7.71

*Computed from available statistics

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	2,622.0	....	....
MANUFACTURING	636.9	39.2	7.58
Stone, Clay, and Glass Products—**SIC 32**	11.7	39.7	9.32
Primary Metal Industries—**SIC 33**	15.4	40.4	7.94
Fabricated Metal Products—**SIC 34**	47.3	39.4	8.09
Machinery, Except Electrical—**SIC 35**	104.5	40.8	8.35
Electric & Electronic Equipment—**SIC 36**	111.6	40.2	7.36
Transportation Equipment—**SIC 37**	30.9	38.7	9.54
Instruments and Related Products—**SIC 38**	59.1	40.8	8.27
Food and Kindred Products—**SIC 20**	24.7	39.4	7.71
Textile Mill Products—**SIC 22**	20.9	40.9	6.35
Apparel and Other Textile Products—**SIC 23**	37.3	33.4	5.63
Paper and Allied Products—**SIC 26**	26.2	41.5	7.75
Printing and Publishing—**SIC 27**	45.5	36.7	8.13
Chemicals and Allied Products—**SIC 28**	17.5	39.9	9.11
Rubber and Plastics Products, NEC—**SIC 30**	29.4	40.8	6.40
Leather and Leather Products—**SIC 31**	18.6	34.1	5.56
Misc. Manufacturing Industries—**SIC 39**	23.1	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (B) = Boston.

Agawam (Hartford, CT)
Amherst 3 (Pittsfield)
Andover 1 (B)
Arlington 1 (B)
Attleboro 2 (Providence, RI)
Barnstable 2
Belmont 1 (B)
Beverly 1 (B)
Billerica 1 (B)
Boston 1, 2, 5 to 22, 24 to 44
Braintree (B)
Brockton 2 (B)
Brookline (B)
Cambridge 1 (B)
Chelmsford (B)
Chelsea 1, 2 (B)
Chicopee 1 (Hartford, CT)
Dedham 2 (B)
Everett 1, 2 (B)
Fall River 2 (New Bedford)
Fitchburg 1, 2 (Worcester)
Framingham 2 (B)
Gloucester 1 (B)
Haverhill 1 (Manchester, NH; B)
Holyoke 1, (Hartford, CT)
Lawrence 1 (Manchester, NH; B)
Leominster 2 (Worcester)
Lexington 1 (B)
Lowell 1 (B)
Lynn 1 (B)
Malden 1 (B)
Marlboro 2 (Worcester)
Medford 1 (B)
Melrose 1 (B)
Methuen 1 (Manchester, NH; B)
Milton (B)
Natick 2 (B)
Needham (B)
New Bedford 2, 7, 23, 35
Newton 2 (B)
Northampton 1, 2 (Hartford, CT)
Norwood 2 (B)
Peabody 1 (B)
Pittsfield 1, 2
Plymouth (B)
Quincy (B)
Randolph (B)
Revere 1 (B)
Salem 1 (B)
Somerville 1 (B)
Springfield 1, 2 (Hartford, CT)
Stoughton 2 (B)
Taunton 2 (New Bedford)
Wakefield 1 (B)
Waltham 1 (B)
Watertown 1 (B)
Wellesley 2 (B)
West Springfield 2 (Hartford, CT)
Westfield 2 (Hartford, CT)
Weymouth (B)
Woburn (B)
Worcester 1, 2, 4, 9, 12, 37

Railroads

1. Boston & Maine
2. Conrail
3. Central Vermont
4. Providence & Worcester

Airlines

5. Aer Lingus
6. Air Canada
7. Air Florida
8. Air North
9. Air Vermont
10. American
11. Atlantic Air
12. Bar Harbor Airlines
13. Best Airlines
14. British Airways
15. Capitol Air
16. Command Airways
17. Continental
18. Delta
19. Eastern
20. Eastman Airways
21. Empire
22. Freedom Airlines
23. Gull Air
24. Lufthansa
25. National Air
26. New York Air
27. Northeastern Int'l
28. Northwest
29. Pan American
30. People Express
31. Piedmont
32. Pilgrim Airlines
33. Pocono Airlines
34. Precision Airlines
35. Provincetown-Boston
36. Quebec Aviation
37. Ransome Airlines
38. Republic
39. Susquehanna Airlines
40. Swissair
41. TWA
42. United
43. USAir
44. Wills Air

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Agawam — 31e, 14g
Amherst — 31e, 32g
Andover — 23e, 14g
Arlington — 1e, 8g
Attleboro — 23e, 14g
Barnstable — 27e, 25g, 35g
Belmont — 5e, 8g, 12g
Beverly — 23e, 8g
Billerica — 23e, 25g
Boston — 1e, 8g
Braintree — 9e, 8g
Brockton — 10e, 14g
Brookline — 1e, 8g
Cambridge — 11e, 12g
Chelmsford — 23e, 25g
Chelsea — 1e, 8g
Chicopee — 13e, 14g
Dedham — 1e, 12g
Everett — 23e, 8g
Fall River — 16e, 17g
Fitchburg — 18eg
Framingham — 1e, 8g, 12g
Gloucester — 23e, 8g
Haverhill — 23e, 20g
Holyoke — 21eg
Lawrence — 23e, 14g
Leominster — 23e, 8g
Lexington — 1e, 8g
Lowell — 23e, 25g
Lynn — 23e, 8g
Malden — 23e, 8g
Marlborough — 23e, 12g
Medford — 23e, 8g
Melrose — 23e, 8g
Methuen — 23e, 14g
Milton — 1e, 8g
Natick — 1e, 8g, 12g
Needham — 1e, 8g, 12g
New Bedford — 27e, 12g
Newton — 1e, 8g
Northampton — 23e, 14g
Norwood — 6e, 8g
Peabody — 30e, 8g
Pittsfield — 31e, 32g
Plymouth — 27e, 12g
Quincy — 23e, 8g
Randolph — 23e, 14g
Revere — 23e, 8g
Salem — 23e, 8g
Somerville — 1e, 8g, 12g
Springfield — 31e, 14g
Stoughton — 10e, 14g
Taunton — 7e, 14g
Wakefield — 33eg, 8g
Waltham — 1e, 8g
Watertown — 1e, 8g
Wellesley — 34e, 8g
West Springfield — 31e, 14g
Westfield — 3eg
Weymouth — 23e, 8g
Woburn — 1e, 8g
Worcester — 23e, 12g

1. Boston Edison Co.
   800 Boylston St., Boston 02199
3. Westfield Gas & Elec. Lt. Dept.
   100 Elm St., Box 990, Westfield 01085
5. Belmont Mun. Light Dept.
   450 Concord Ave., Belmont 02178
6. Norwood Mun. Light Dept.
   206 Central St., Norwood 02062
7. Taunton Munic. Ltg. Plant
   55 Weir St., P.O. Box 870, Taunton 02780
8. Boston Gas Co.
   One Beacon St., Boston 02108
9. Braintree Elec. Light Dept.
   44 Allen St., Braintree 02184
10. Eastern Edison Co. (Brocton)
    110 Mulberry St., Brockton 02403
11. Cambridge Elec. Light Co.
    46 Blackstone St., Cambridge 02139
12. Commonwealth Gas Co.
    675 Massachusetts Ave., Cambridge 02139
13. Chicopee Elec. Light Dept.
    725 Front St., Chicopee 01013
14. Bay State Gas Co.
    120 Royall St., Canton 02021
16. Eastern Edison Co. (Fall River)
    82 Hartwell St., Fall River 02722
17. Fall River Gas Co.
    155 N. Main St., Fall River 02722
18. Fitchburg Gas and Elec. Light Co.
    285 John Fitch Hwy., P.O. Box 2070, Fitchburg 01420
20. Essex County Gas Co.
    7 N. Hunt Rd., Amesbury 01913
21. Holyoke Gas & Elec. Dept.
    70 Suffolk St., Holyoke 01040
23. Massachusetts Elec. Co.
    25 Research Dr., Westboro 01581
25. Colonial Gas Co.
    40 Market St., Lowell 01824
27. Commonwealth Electric Co.
    2421 Cranberry Hwy., Wareham 02571
28. Danvers Elec. Division
    2 Burroughs St., Danvers 01923

30. Peabody Mun. Light Plant
    70 Endicott St., Peabody 01960
31. Western Mass. Elec. Co.
    174 Brush Hill Ave., W. Springfield 01089
32. Berkshire Gas Co.
    115 Cheshire Rd., Pittsfield 01201
33. Wakefield Mun. Light Dept.
    9 Albion St., Wakefield 01880
34. Wellesley Dept. of Public Works
    455 Worcester St., Box 364,
    Wellesley Hills 02181
35. Colonial Gas Co., Cape Cod Div.
    127 White's Path, S. Yarmouth 02664

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	195	994
Lime	105	7,000
Sand & gravel (excl. industrial)	11,350	34,500
Stone:		
Crushed	6,930	33,500
Dimension	51	9,158
Combined value of other nonmetals		1,739
Grand Total Massachusetts 1982		**86,891**

* = thousand short tons

Environment Controls

Air & Water Pollution

Mass. Dept of Environ. Quality Engineering, Div. of Pollution Control, 110 Tremont St., Boston, 02202, 617/727-3855

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Amherst	23	71	6612	500
Boston	30	74	5593	699
Fitchburg	24	72	6619	523
Framingham	26	73	6205	613
Haverhill	26	74	6024	667
Lawrence	26	73	6232	563
New Bedford	32	73	5305	721
Springfield	27	74	5953	699
Taunton	27	71	6276	455
Worcester	23	70	6950	359

Industrial Development Counselors

State Development Agency

Ansin, Ronald M., Cmsr.
Caroleo, Vincent R., Dpty. Cmsr.
Massachusetts Dept. of Comm. & Dev.
100 Cambridge St., Boston, 02202
617/727-3218 and 3216
1-800/632-8181

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Cambridge
Foden, Harry G., C.I.D.
Corp. Prof. Staff
Arthur D. Little, Inc.
32 Acorn Pk., 02140
617/864-5770 Ext. 3141

Chicopee
Bellavance, Robert, Exec. V.P.
Gtr. Fall River Area
Chamber of Comm.
P.O. Box 1871, 02722
617/676-8226

Fitchburg
Lanava, Michael A., Exec. Dir.
Ind. Dev. Cmsn.
718 Main St., City Hall, 01420
617/342-5437

Lawrence
Coffey, James B., Sr., C.I.D., Treas./Dir.
Essex County Econ. Dev. Corp./
Gtr. Lawrence Econ. Dev. Ind. Corp.
P.O. Box 522, 01842
617/681-7248

Lowell
Markham, Thomas F., Econ. & Ind. Dir.
Off. of City Mgr., Div. of Plng. & Dev.
J.F.K. Civic Center, 01852
617/454-8821 Ext. 303

North Adams
Lane, Gordon C., Exec. Dir.
Northern Berkshire Ind. Dev. Cmsn.
P.O. Box 936
25 Marshall St., 01247
413/663-5329

Pittsfield
Saint-Pierre, Donald E., Exec. Dir.
Berkshire Cty. Dev. Cmsn.
20 Elm St., 01201
413/499-4474

Springfield
Hayes, Gerald W., Pres.
Springfield Econ. Dev. Corp.
1500 Main St., 01115
413/734-5671

Taunton
McAloon, William A., Exec. Dir.
Taunton Ind. Dev. Cmsn.
14 Merchants Ln., 02780
617/824-5856

NEW HAMPSHIRE

State Information

Financial assistance to industry:
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Bonds for machinery and equipment
- Mortgage guarantees

Tax rates:

Corporate income tax	8% + 19.5% surcharge (business profits tax)
Incorporation fee	$60 min. additional fee based on amount of authorized tax
Annual franchise tax	equals amount of original incorporation fee
Document filing fee	$25
Gasoline tax:	
State	$.14/gal.
Federal	$.09/gal.

Advanced education facilities:

Four-year colleges and universities	17
Two-year or junior colleges	6
Vocational and technical schools	7

Medical facilities:

Hospitals	27
Clinics, outpatient	22

Labor analysis:

High school graduates	11,760
Mfg. workers in unions	15.8%

Population

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1983
NEW HAMPSHIRE	920.6	970.1
Concord	30.4	NA
Manchester	90.9	92.7
Nashua	67.9	71.9
Portsmouth	26.3	26.7

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 —Thousands—	Estimate 1983
*Boston—Lawrence—Salem—Lowell—Brockton, MA—NH	3,448.2	3,656.5
*Manchester—Nashua	275.0	290.8
Portsmouth—Dover—Rochester, NH—ME	163.9	293.9

*SMSA renamed in federal government's latest revisions.

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, 32 S. Main St., Concord, 03301, 603/224-7215

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW HAMPSHIRE		
114.2	40.5	7.47
Manchester		
17.1	39.9	6.94
Nashua		
33.8	41.0	8.88

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NEW HAMPSHIRE	506.0	18.0	3.6
Manchester	87.9	3.1	3.6
Nashua	89.8	2.7	3.0

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	393.1	. . . .	. . . .
MANUFACTURING	112.1	39.6	6.95
DURABLE GOODS	72.7	39.9	7.19
Lumber and Wood Products—**SIC 24**	4.5	38.5	5.63
Furniture and Fixtures—**SIC 25**	1.3	39.4	6.27
Stone, Clay, and Glass Products—**SIC 32**	2.6	39.8	6.50
Primary Metal Industries—**SIC 33**	3.6	42.6	7.34
Fabricated Metal Products—**SIC 34**	7.3	39.2	7.14
Machinery, Except Electrical—**SIC 35**	23.4	41.0	7.64
Electric & Electronic Equipment—**SIC 36**	19.8	39.7	7.30
Misc. Manufacturing Industries—**SIC 39**	1.9	37.9	5.76
NONDURABLE GOODS	39.4	39.1	6.56
Food and Kindred Products—**SIC 20**	2.6	42.1	9.19
Textile Mill Products—**SIC 22**	3.8	38.7	5.84
Apparel and Other Textile Products—**SIC 23**	2.7	36.6	5.07
Paper and Allied Products—**SIC 26**	5.5	44.6	8.19
Printing and Publishing—**SIC 27**	6.6	37.5	7.13
Leather and Leather Products—**SIC 31**	8.9	37.0	4.94

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (M) = Manchester.

Concord 1 (M)
Manchester 1, 2 to 5
Nashua 1 (Boston, MA)
Portsmouth 1 (M)

Railroads

1. Boston & Maine

Airlines

2. Bar Harbor Airlines
3. Pilgrim Airlines
4. Precision Airlines
5. Tri-State Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below. "e" = electric "g" = gas

Concord — 1e, 2g
Manchester — 3e, 4g
Nashua — 3e, 5g
Portsmouth — 3e, 6g

1. Concord Electric Co.
   1 McGuire St., Box 1338, Concord 03301
2. Concord Natural Gas Corp.
   66 N. Main St., Concord 03301
3. Public Service Co. of NH
   1000 Elm St., P.O. Box 330
   Manchester 03105
4. Manchester Gas Co.
   1260 Elm St., Manchester 03105
5. Gas Service, Inc.
   70 E. Pearl St., Nashua 03061
6. Northern Utilities, Inc.
   1075 Forest Ave., Portland, ME 04104

ALAN C. KÖLZ

MANAGEMENT CONSULTANTS SINCE 1971

• SITE SELECTION

• FACILITY PLANNING

• PLANT MOVES

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Circle 123 on Brochure Service Card

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel	6,070	18,400
Stone:		
Crushed	600	3,000
Dimension	107	7,500
Combined value of other nonmetals		117
Grand Total New Hampshire 1982		29,017

* = thousand short tons

Environment Controls

Air Pollution

Dennis R. Lunderville, Dir., Air Resources Agency, Health & Welfare Bldg., Hazen Drive, Concord, 03301, 603/271-4582

Water Pollution

William A. Healy, Exec. Dir., Water Supply & Pollution Control Comm., P.O. Box 95, Hazen Dr., Concord, 03301, 603/271-3503

Hazardous Waste

John Minichiello, Bureau Chief, Bureau of Hazardous Waste Mgmt., New Hampshire Div. of Pub. Health Svcs., Hazen Drive, Concord, 03301, 603/271-4611

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Concord	20	70	7482	353
Nashua	23	70	7081	351

Industrial Development Counselors

State Development Agency

Guilderson, Paul H., Dir.
New Hampshire Off. of Ind. Dev.
P.O. Box 856 Prescott Park
105 Loudon Rd.
Concord, 03301
603/271-2591

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Berlin
Sherman, Roland H., C.I.D.,
Econ. Dir., City of Berlin
P.O. Box 525, 03570
603/752-3319

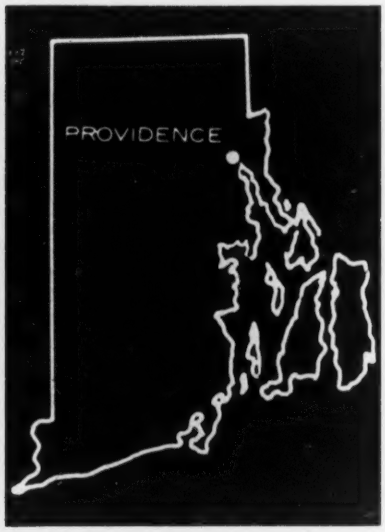
Concord
Barrell, W. Dwight, C.I.D., Dir.
Econ. Dev. Dept., City of Concord
41 Green St., 03301
603/224-9937

Manchester

Taylor, Jay E., Ind. Agent
City Ind. Council
57 Market St., 03101
603/622-3216

Portsmouth

Sheridan, Chistopher
Dir., Econ. Dev.
City Hall, 126 Daniel St., 03801
603/431-2000 Ext. 230



RHODE ISLAND

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Confidential site location surveys
- Mortgage guarantees for buildings and equipment

Tax rates:

Corporate income tax	8% of net
Personal income tax	26% of federal in 1983
Personal property tax	varies locally
Sales tax	6%
Equipment and machinery tax	if purchased after Dec. 31, 1974, not locally taxed
Franchise and incorp. tax	$2.50/10M
Gasoline tax	11% of wholesale price in 1983

Advanced education facilities:

Four-year colleges and universities	11
Two-year or junior colleges	1
Vocational and business schools	12

Medical facilities:

Hospitals	20
Clinics	NA

Labor analysis

High school graduates	16,000
Mfg. workers in unions	40%

Source: **Rhode Island Department of Economic Development**

Population

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1983
RHODE ISLAND	947.2	956.0
Coventry	27.1	NA
Cranston	72.0	72.7
Cumberland	27.1	NA
East Providence	51.0	52.5
Newport	29.3	NA
North Providence	29.2	NA
Pawtucket	71.2	70.8
Providence	156.8	155.8
Warwick	87.1	88.8
West Warwick	27.0	NA
Woonsocket	45.9	46.3

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 —Thousands—	Estimate 1983
*New Bedford—Fall River—Attleboro, MA—RI	346.2	484.9
New London—Norwich, CT—RI	248.6	241.3
*Providence—Pawtucket—Woonsocket, RI—MA	919.2	874.9

*SMSA renamed in federal government's latest revisions.

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, 24 Mason St., Providence, 02903

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
RHODE ISLAND	119.3	39.7	7.01
Providence—Warwick—Pawtucket	131.4	39.8	6.89

*Preliminary figures

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
RHODE ISLAND	481.1	32.1	6.7
Providence—Warwick—Pawtucket	472.0	33.4	7.1

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Providence Warwick Pawtucket, R.I.-Mass. 6/83
Office, professional & technical	
Clerks, payroll	6.33
Secretaries	7.46
Stenographers	(a)6.17
Switchbd opr-recept's	5.47
Drafters	9.24
Electronics technicians	9.70
Computer operator	7.00
Computer programmers (business)	9.90
Maintenance & powerplant (men)	
Carpenters	7.90
Electricians	9.46
Engineers, stationary	(a)9.70
Machinists	8.93
Mechanics (machinery)	8.97
Tool & die makers	10.64
Custodial & material movement (men)	
Guards	6.03
Janitors, porters & cleaners	5.85
Laborers, mat'l handling	5.73
Shipping & receiving clerks	6.54
Truckdrivers	7.88
Forklift operators	6.89

(a) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	390.6	....	....
MANUFACTURING	117.1	38.6	6.61
Stone, Clay, and Glass Products—**SIC 32**	2.0	36.1	8.10
Primary Metal Industries—**SIC 33**	6.8	41.7	7.44
Fabricated Metal Products—**SIC 34**	9.3	37.6	6.31
Machinery, Except Electrical—**SIC 35**	7.5	39.3	8.56
Electric & Electronic Equipment—**SIC 36**	10.6	38.2	6.34
Transportation Equipment—**SIC 37**	7.9	41.1	8.70
Instruments and Related Products—**SIC 38**	4.8	39.8	6.83
Food and Kindred Products—**SIC 20**	3.2	38.7	6.37
Textile Mill Products—**SIC 22**	11.3	40.2	5.79
Apparel and Other Textile Products—**SIC 23**	3.2	39.0	5.35
Paper and Allied Products—**SIC 26**	2.4	40.9	6.02
Printing and Publishing—**SIC 27**	5.8	35.5	9.02
Chemicals and Allied Products—**SIC 28**	3.1	38.9	8.44
Rubber and Plastics Products, NEC—**SIC 30**	6.2	40.4	6.53
Leather and Leather Products—**SIC 31**	2.6	38.1	4.66

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (P) = Providence

Coventry (P)
Cranston 2 (P)
Cumberland 2 (P)
East Providence 2 (P)
Newport 2 (P)
North Providence (P)
Pawtucket 1, 2 (P)

Providence 1, 2, 3 to 10
Warwick (P)
West Warwick 2 (P)
Woonsocket 2 (P)

Railroads

1. Conrail
2. Providence & Worcester

Airlines

3. Eastern
4. Mall Airways
5. National Air
6. Pilgrim Airlines
7. Ransome Airlines
8. Trans East
9. United
10. US Air

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Coventry — 1e, 2g
Cranston — 1e, 2g
Cumberland — 4e, 5g
East Providence — 1e, 2g
Newport — 3e, 2g
North Providence — 1e, 2g, 5g
Pawtucket — 4e, 2g, 5g
Providence — 1e, 2g
Warwick — 1e, 2g
West Warwick — 1e, 2g
Woonsocket — 4e, 5g

1. Narragansett Electric Co.
   280 Melrose St., Providence 02901
2. Providence Gas Co.
   100 Weybosset St., Providence 02903
3. Newport Electric Corp.
   12 Turner Rd., Box 128
   Middletown 02840
4. Blackstone Valley Electric Co.
   Washington Hwy., Box 1111, Lincoln 02865
5. Valley Resources Inc.
   1595 Mendon Rd., Cumberland 02864

Water Resources

RI Water Resources Board
265 Melrose St.
Providence, 02907
401/277-2217

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel	1,100	3,600
Stone, crushed	130	1,500
Combined value of other nonmetals		38
Grand Total Rhode Island 1982		**5,138**

* = thousand short tons

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Providence	28	73	5908	574

Environment Controls

Air & Water Pollution

Dept. of Environ. Mgmt., 83 Park St., Providence, 02908

Industrial Development Counselors

State Development Agency

Berman, Norton L., Dir.
Rhode Island Dept. of Econ. Dev.
7 Jackson Walkway
Providence, 02903
401/277-2601

Railroad, Motor & Water Carriers

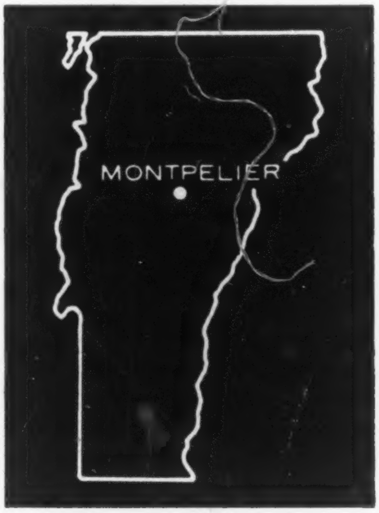
Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Pawtucket
Adams, Norman J., C.I.D., Pres. & CEO
North American Ind., Inc.
P.O. Box 348, 02862
401/725-6788 or 8036

Providence
Theriault, Roland L., Exec. Dir.
Providence Ind. Dev. Corp.
10 Dorrance St., Rm. 514, 02903
401/273-8050
Schwaner, Walter, Jr.
C.E. Maguire, Inc.
One Davol Sq., 02903
401/272-6000

Saunderstown
Schmidt, Adolph T., C.I.D.
P.O. Box 392, 02874
401/295-1153



VERMONT

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Business consulting
- Direct loans
- Loan guarantees

Tax rates:

Corporate income tax	5-7.5%
Personal income tax	26% of federal
Personal property tax	none
Sales tax	4%
Inventory tax	varies locally
Equipment and machinery tax	varies locally
Franchise and incorporation tax	graduated
Gasoline tax	$.13 per gal.
Diesel tax	$.14 per gal.

Advanced education facilities:

Four-year colleges and universities	15
Two-year or junior colleges	5
Vocational and business schools	16

Medical facilities:

Hospitals	16
Clinics	12

Labor analysis:

High school graduates	7,800
Non-agri. workers in unions	17.5% (1982)

Source: **Vermont Agency of Development and Community Affairs**

Population

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1983
VERMONT	511.5	523.1
Burlington	37.7	37.3

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 —Thousands—	Estimate 1983
Burlington	114.1	122.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

Employment Thousands	Weekly Hours	Hourly Earnings $
VERMONT		
48.8	40.9	7.76
Burlington		
15.8	43.0	8.77
Springfield		
4.4	40.2	8.01

*Preliminary figures

Unemployment

Major Market Areas—9/83*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
VERMONT		
268.6	13.5	5.0
Burlington		
70.4	2.9	4.2

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Employment and Training, P.O. Box 488, Green Mountain Dr., Montpelier, 05602

Industrial Mix—1982

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
202.3	....	....

MANUFACTURING	49.1	39.0	7.35
Lumber and Wood Products—SIC 24	3.4	37.5	5.68
Furniture and Fixtures—SIC 25	2.0	41.2	6.10
Stone, Clay, and Glass Products—SIC 32	2.1	43.8	7.52
Fabricated Metal Products—SIC 34	3.6	40.4	8.69
Machinery, Except Electrical—SIC 35	6.5	39.0	8.19
Electric & Electronic Equipment—SIC 36	12.6	40.6	7.65
Food and Kindred Products—SIC 20	2.4	41.3	6.31
Apparel and Other Textile Products—SIC 23	1.6	29.9	5.93
Paper and Allied Products—SIC 26	2.3	41.7	7.82
Printing and Publishing—SIC 27	4.0	36.0	7.48
Rubber and Plastics Products, NEC—SIC 30	1.5	38.9	6.80

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below.

Burlington 1 to 9

Railroads

1. Central Vermont

Airlines

2. Air Florida
3. Air North
4. Air Vermont
5. Clinton Aero Corp.
6. Provincetown-Boston
7. People Express
8. United
9. USAir

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Burlington — 1e, 2g

1. Burlington Electric Dept.
   585 Pine St., Burlington 05401
2. Vermont Gas Systems, Inc.
   P.O. Box 467, Burlington 05402

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel	1,700	4,400
Stone:		
Crushed	1,430	7,500
Dimension	202	29,446
Combined value of other nonmetals		8,975
Grand Total Vermont 1982		**50,321**

* = thousand short tons

Environment Controls

Air Pollution

Air Pollution Control, Environ. Engineering Div., Agency of Environ. Conservation, 79 River St., Montpelier, 05602

Water Pollution

Water Quality Div., Water Resources Dept., same address as above

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Burlington	17	70	7953	379

Industrial Development Counselors

State Development Agency

Justis, Robert Y., Jr.
Dir. of Ind. Dev.
Vermont Agency of Dev. & Comm. Affairs
Pavilion Off. Bldg.
Montpelier, 05602
802/828-3221

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Burlington
Behney, C. Harry, Exec. Dir.
Gtr. Burlington Ind. Corp.
P.O. Box 786, 7 Burlington Sq., 05402
802/862-5726

Rutland
Faris, Julia G., Exec. Dir.
Rutland Ind. Dev. Corp.
P.O. Box 39, 05701
802/773-9147

Winooski
Harold, Roberta A., Exec. Dir.
Winooski Comm. Dev. Corp.
27 W. Allen St., 05404
802/655-0773

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PLANT LOCATION

tell them where you saw their name

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Bob Justis, Jr., Director
Industrial Development
Dept. 713, State House
Montpelier, VT 05602
Toll Free: 800-341-2211 (Ban 2)
(802) 828-3221

Circle 1 on Brochure Service Card

MIDDLE ATLANTIC

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Regional Review

by Dennis J. Donovan

The Middle Atlantic region fared relatively well during the economic recovery year of 1983. Simply stated, the region appears to be more than halfway toward a rebound from the severe 1981-82 recession.

Comparing the region's August 1983 non-agricultural employment with its 1981 average, we find a 3.7% decrease. This exceeded the national drop of 1.6%. The weakest performing Mid-Atlantic state was Pennsylvania, with a 5.6% employment decrease; New York experienced a slight 1% decline, while New Jersey actually achieved a 1.1% gain.

Unemployment is down to 7.9% (October 1983), contrasted with the national average of 8.5%. New Jersey had the best employment picture with a 6% jobless rate, and New York held at a 7.6% ratio. Reflecting the problems facing primary metal manufactuers, Pennsylvania's unemployment in October 1983 was 9.5%.

Manufacturing payroll, clerical labor and coporate taxes in the three states significantly exceed the national average—but such statistics can be misleading. Part of the reason for high payroll costs is the dominance of heavy industry in the region. There are also many locations in the region where hourly earnings are substantially less than the statewide norm.

Additionally, the Mid-Atlantic states are perceived as being highly unionized. Although many areas in the region have a favorable union climate, the three states do not fare well in this category overall. Each state's proportion of organized employees is greater than the U.S. mean. Furthermore, the success rate of organizing unions in New York and Pennsylvania surpasses

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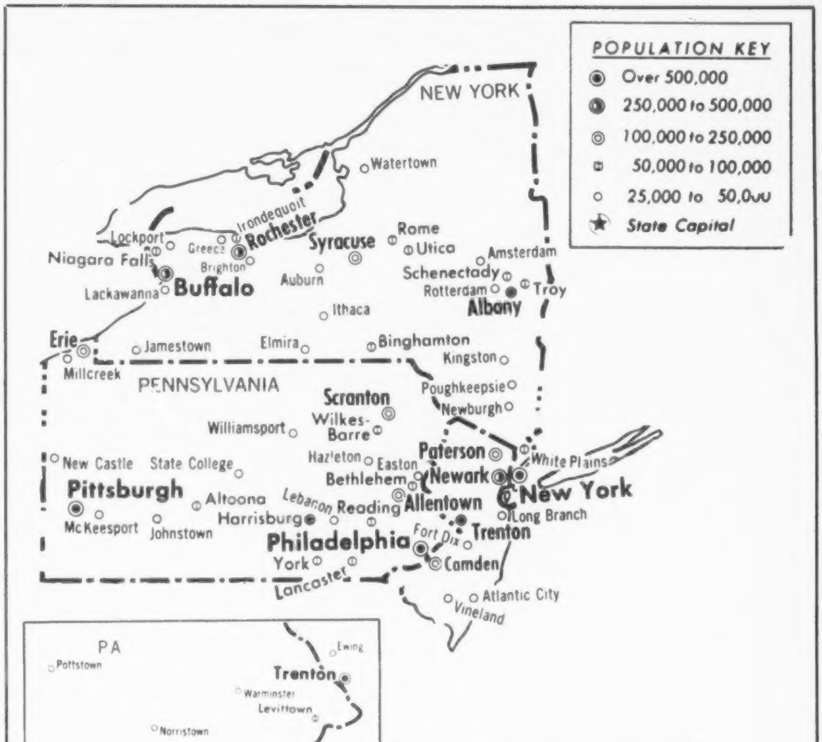
Mr. Donovan is vice president of business location services for Moran, Stahl & Boyer in New York City.



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the national standard.

To overcome some of these handicaps, all three states have been upgrading their business climates. Each state has instituted financial incentive programs to lower business costs. For example, production machinery and equipment, computer equipment, pollution control and equipment, raw materials, goods-in-process, and finished goods are exempt from property taxes. Land and buildings are eligible for property tax abatements, and pre-employment training assistance is offered. Special incentives are available to high technology companies, including venture capital, loan guarantees and training. These represent important cost savings for capital-intensive businesses.

Industrial shifts. The Mid-Atlantic economy is moving away from manufacturing and towards service industries. In fact, each state in the region has a greater proportion of "white-collar" industries than the national average. The service sector represents a prime growth area for the region, and there has been substantial location activity among financial, insurance, and other service businesses.

We have seen certain locational tendencies among these service-oriented industries: decentralization of labor-intensive functions to low-cost areas; realignment of corporate and divisional functions; complete or nearly total relocation in some instances; and establishment of regional and district offices.

In addition, banking legislation is creating interstate linkages that are quickly changing the financial landscape in all three states—particularly in New Jersey and New York. The brokerage firm of Merrill Lynch has just been granted a banking license in New Jersey, and major New York banks have been moving credit-related operations to Delaware to take advantage of that state's liberal laws.

At Moran, Stahl & Boyer we are also observing movement of back-office operations from the center city to the suburbs. Real estate costs are the primary reason, but the potential for lower clerical pay scales is another motivating factor.

This suburbanization of industries will accelerate over the next few years. Companies facing a tripling (or more) of rent will be forced to implement location strategies to hold down costs. And although firms will be moving to the suburbs, in many instances smaller communities outside a metropolitan area will be even more desirable. Of course, such places must possess the basic corporate necessities that include excellent road access, comparatively low-cost reliable electric power, extensive clerical labor supply, a nonunion atmosphere, good telecommunications, and a reasonable quality of life.

On the industrial front, the region is beginning to display buoyancy. While certain basic industries will be permanently scaled down (e.g. autos and steel), there will be solid growth in several of the region's mainstay industries, including pharmaceuticals, petrochemicals, food processing, metal fabrication, plastics, and electronics.

High-tech hooks. The region is also beginning to build on its present high technology base. Already electronics, instruments, avionics, medical equipment, and similar industries are well established here. Although nearly every state in the country has embarked on a program to recruit high-tech enterprise, the three Mid-Atlantic states do hold some advantages. These advantages include integral attributes such as excellent technical facilities, availability of engineering and technical talent, reliable electronic power, an extensive support base, and an ample supply of assembly labor.

Even with these natural advantages, the Mid-Atlantic area has intensified efforts to capture technologically advanced industries. New Jersey will create four high-tech research centers in conjunction with local universities, institute a venture capital program for entrepreneurial firms, ease the regulatory process, and enact a high-tech training campaign. The Public Service Electric & Gas. Co. (serving northern New Jersey) has applied to the Public Utilities Commission for authority to discount industrial power rates. The state is expected to approve legislation creating ten enterprise zones throughout the state in 1984.

New York's high-tech development keystone is the Center for Innovation Development, which supplies far-reaching financial and technical assistance to high-tech enterprises. Four universities have been designated as advanced technology centers, and public education is being strengthened. Pennsylvania's Ben Franklin Partnership has prompted public and private concerns to provide matching funds to establish research and development centers at four universities in the Commonwealth (in Philadelphia, five institutions have formed one center). Because of these incentives, we envision a spate of high-tech facility investment in the Mid-Atlantic region over the next three years.

Looking ahead to 1984, all three states should undergo impressive growth. Nonagricultural wage and salary employment could expand more than 5%. Offices, high technology manufacturing, and strengthening principal industries will fuel this economic recovery. Facility expansion and new business location should intensify, and we will see an acceleration of plant consolidation, realignment, and decentralization of mature product lines.

Public policy planners must be on the alert to derail legislation which could impede economic development. Although none have come close to passing legislation, plant closing bills continue to surface in all three states. Corporations could effectively quell any serious legislation if comprehensive programs were initiated for displaced workers. In New York, some lawmakers continue to call for the unitary tax, which would choke foreign investment—investment which offers enormous potential for the region. Businesses in New Jersey await improvement in policy and permit approval at the Department of Environmental Protection.

Economic development groups face the challenge of stimulating employment in economically depressed areas. Among measures that must be taken are retraining, relocation assistance to displaced workers, employee and family counseling, outplacement counseling, and obtaining more private sector initiative.

As the competition for maintaining and recruiting businesses becomes more intense, economic development must remain a top priority. Each state has maintained or slightly increased funding for economic development groups, and it is hoped that they will continue to contribute substantial monies and obtain seasoned professionals to successfully compete in the facility location sweepstakes.

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NEW JERSEY

State Information

Financial assistance to industry:

- Industrial revenue bond financing
- Guaranteed loans
- Direct loans
- Tax abatement
- Pollution control financing

Tax rates:

Corporate income tax	9%
Sales Tax	6%
Repealed sales tax on production machinery and equipment	
Incorporation certificate	min. $75
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges and universities	32
Two-year or junior colleges	18
Vocational and business schools	159

Medical facilities:

Hospitals	103

Labor analysis:

High school graduates (1982)	93,750
Workers in unions	23.3%

Source: **New Jersey Div. of Econ. Dev.**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
NEW JERSEY	7,364.2	7,431.3
Atlantic City	40.2	38.7
Bayonne	65.0	63.5
Belleville	35.4	NA
Bergenfield	25.6	NA
Bloomfield	47.8	46.7
Brick	53.6	59.7
Bridgewater	29.2	NA
Camden	84.9	81.9
Cherry Hill	68.8	70.8
Clifton	74.4	72.8
Dover	64.5	69.6
East Brunswick	37.7	NA
East Orange	77.0	78.0
Edison	70.2	71.3
Elizabeth	106.2	104.1
Ewing	34.8	NA
Fair Lawn	32.2	NA
Fort Lee	32.4	NA
Franklin	31.4	NA
Garfield	26.8	NA
Gloucester	45.2	46.5
Hackensack	36.0	NA
Hamilton	82.8	83.3
Hoboken	42.5	41.9
Howell	25.1	NA
Irvington	61.5	61.8
Jackson	25.6	NA
Jersey City	223.5	215.5
Kearny	35.7	NA
Lakewood	38.5	NA
Linden	37.8	NA
Livingston	28.0	NA
Long Branch	29.8	NA
Manchester	28.0	NA
Middletown	62.6	65.0
Millville	NA	25.8
Montclair	38.3	NA
Neptune	28.4	NA
New Brunswick	41.4	41.4
Newark	329.2	318.1
North Bergen	47.0	47.1
Nutley	29.0	NA
Old Bridge	51.5	52.4
Orange	31.1	NA
Paramus	26.5	NA
Parsippany-Troy Hills	49.9	49.9
Passaic	52.5	52.0
Paterson	138.0	136.8
Pemberton	29.7	NA
Pennsauken	33.8	NA
Perth Amboy	39.0	39.0
Piscataway	42.2	42.6
Plainfield	45.6	45.1
Rahway	26.7	NA
Ridgewood	25.2	NA
Sayreville	30.0	NA
Teaneck	39.0	NA
Trenton	92.1	89.9
Union City	55.6	55.4
Union	50.2	49.4
Vineland	53.8	54.8
Washington (Gloucester Cnty.)	27.9	NA
Wayne	46.5	46.0
West New York	39.2	NA
West Orange	39.5	NA
Westfield	30.4	NA
Willingboro	39.9	NA
Woodbridge	90.1	92.2

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
*Allentown—Bethlehem, PA—NJ	636.7	647.8
Atlantic City	194.1	289.3
*Bergen—Passaic	447.6	1,277.8
Jersey City	557.0	544.5
*Middlesex—Somerset—Hunterdon	595.9	895.7
*Monmouth—Ocean	503.2	898.0
New York, NY—NJ	9,119.7	8,118.3
Newark	1,965.3	1,864.6
Philadelphia, PA—NJ	4,716.8	4,685.9

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Trenton	307.9	308.7
Vineland—Millville—Bridgeton	132.9	135.9
Wilmington, DE—NJ—MD	524.1	529.2

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—August 1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW JERSEY	711.0	41.1	9.23
Atlantic City	7.1	42.1	7.39
Camden	69.0	40.0	9.91
Hackensack	99.8	40.8	8.06
Jersey City	59.2	40.7	8.62
Long Branch—Asbury Park	23.1	NA	NA
Newark	76.6	41.0	9.35
New Brunswick—Perth Amboy—Sayreville	226.6	41.2	10.31
Paterson—Clifton—Passaic	62.9	41.3	8.88
Trenton	29.6	41.1	9.03
Vineland—Millville—Bridgeton	13.7	NA	NA

NA = not available

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NEW JERSEY	3,650.1	280.1	7.7
Atlantic City	125.2	10.7	8.5
Jersey City	244.0	29.6	12.1
Long Branch—Asbury Park	256.1	17.7	6.9
Newark	980.5	73.3	7.5
New Brunswick—Perth Amboy—Sayreville	336.8	23.7	7.0
Paterson—Clifton—Passaic	217.4	22.2	10.2
Trenton	157.3	10.9	6.9
Vineland—Millville—Bridgeton	57.2	7.6	13.2

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Labor, Div. of Planning and Research, CN 056, Trenton, 08625, 609/292-7376

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	3,085.2	. . . .	. . . .
MANUFACTURING	727.7	40.1	8.70
DURABLE GOODS	347.5	40.7	8.73
Lumber and Wood Products—**SIC 24**	5.7	38.6	6.13
Furniture and Fixtures—**SIC 25**	9.6	39.2	6.57
Stone, Clay and Glass Products—**SIC 32**	26.8	43.0	8.83
Primary Metal Industries—**SIC 33**	21.6	40.7	8.76
Fabricated Metal Products—**SIC 34**	54.0	39.8	8.92
Machinery, Except Electrical—**SIC 35**	66.8	40.0	9.29
Electrical & Electronic Equipment—**SIC 36**	89.1	41.1	8.50
Transportation Equipment—**SIC 37**	14.6	42.1	11.92
Instruments and Related Products—**SIC 38**	35.7	42.3	9.00
Misc. Manufacturing Industries—**SIC 39**	23.6	39.1	6.66
NONDURABLE GOODS	380.2	39.5	8.67
Food and Kindred Products—**SIC 20**	47.2	41.4	9.13
Tobacco Manufacturers—**SIC 21**	0.3	. . . .	. . . .
Textile Mill Products—**SIC 22**	16.6	41.2	7.12
Apparel and Other Textile Products—**SIC 23**	50.9	32.9	5.78
Paper and Allied Products—**SIC 26**	30.0	41.8	8.68

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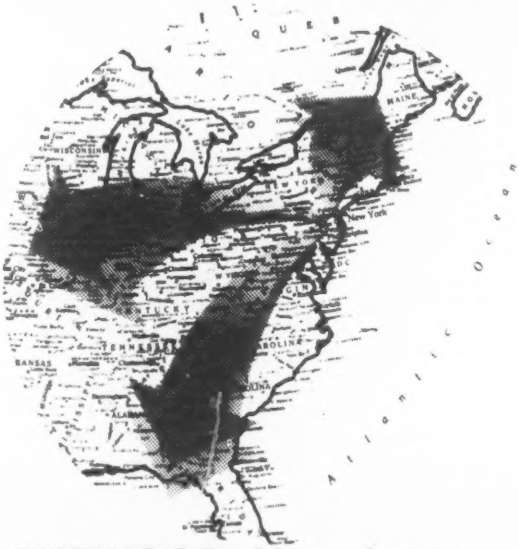

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231 Third Street, Lakewood, N.J. 08701 (201) 364-2500

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NEW JERSEY

Printing and Publishing—**SIC 27**	58.3	38.6	8.84
Chemicals and Allied Products—**SIC 28**	124.4	41.5	10.29
Petroleum and Coal Products—**SIC 29**	11.2	42.9	14.17
Rubber and Plastic Products—**SIC 30**	36.2	40.3	6.94
Leather and Leather Products—**SIC 31**	5.2	39.5	5.29

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Newark 1/83	Trenton 9/82	Paterson-Clifton-Passaic 4/83
Office, professional & technical			
Clerks, payroll	8.00	7.00	7.25
Secretaries	9.08	7.92	8.37
Stenographers	8.24	7.34(a)	NA
Swtichbd opr-recept's	6.37	6.06	5.86
Drafters V	11.57	11.82	9.28(d)
Electronics technicians	9.24	11.01	10.43
Computer operators	8.79	8.86	7.80
Computer programmers (business)	12.55	9.90	13.43
Maintenance & powerplant (men)			
Carpenters	11.55	10.19(a)	NA
Electricians	11.62	11.85	10.79
Engineers, stationary	11.72	10.73	10.33
Machinists	11.11	9.33	11.06
Mechanics (machinery)	10.39	10.19	9.61
Tool & die makers	11.16	NA	11.06
Custodial & material movement (men)			
Guards & watchmen	9.46	7.98	6.43
Janitors, porters & cleaners	8.08	6.62	7.09
Laborers, mat'l hdlg	6.47	5.85	7.31
Ship & receive clerks	8.11	7.76(c)	7.98
Truckdrivers	11.38	8.37	7.33
Forklift operators	7.81	8.97	8.23

(a) Mfg. & non-mfg. combined
(c) Men & women combined
(d) Drafters — no class distinction

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (N) = Newark, (L) = New York (La Guardia).

Atlantic City 7, 8, 19, 22, 24
Bayonne 1 (N)
Belleville 1 (N)
Bergenfield 1 (L)
Bloomfield 1 (N)
Bridgewater (N)
Camden 1 (Phila., PA)
Cherry Hill (Phila., PA)
Clifton 1 (N)
Dover 1 (N)
East Brunswick (N)
East Orange 1 (N)
Edison 1 (N)
Elizabeth 1 (N)
Ewing (Trenton)
Fair Lawn 1 (L)
Fort Lee (L)
Franklin 1, 3 (N)
Garfield 1 (N)
Gloucester 1 (Phila., PA)
Hackensack 1, 3 (L)
Hamilton (Trenton)
Hoboken 1 (N)
Irvington 1 (N)
Jersey City 1 (N)
Kearny 1 (N)
Lakewood 1 (8 through Asbury Park, Trenton)
Linden 1, 2 (N)
Livingston (N)
Long Branch 1 (N) (8 through Asbury Park, Newark)
Middletown 1 (N) (8 through Asbury Park, Newark)
Montclair 1 (N)
New Brunswick 1 (N)
Newark 1, 4 to 21, 23 to 29
North Bergen 1, 3 (N)
Nutley 1 (N)
Old Bridge 1 (N)
Orange 1 (N)
Passaic 1, 3 (N)
Paterson 1, 3 (N)
Perth Amboy 1 (N)
Plainfield 1 (N)
Rahway 1 (N)
Ridgewood 1 (L)
Sayreville (N)
Teaneck 1 (L)
Trenton 1, 7, 21
Union City 1 (L)
Union 1 (N)
Vineland 1 (Atlantic City)
Washington 1 (Allentown, PA)
Wayne 1 (N)
Westfield 1 (N)
Woodbridge 1 (N)

Railroads

1. Conrail
2. Chessie System
3. New York, Susquehanna & Western

Airlines

4. Air Niagara
5. Air One
6. Air Virginia

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8. American
9. Continental
10. Delta
11. Eastern
12. Empire
13. Holiday Airlines
14. Mall Airways
15. Midway Airlines
16. New York Air
17. Northwest
18. Pan Am
19. People Express
20. Piedmont
21. Ransome Airlines
22. Southern Jersey
23. Susquehanna Airlines
24. Trans East
25. Tri State Airlines
26. TWA
27. United
28. USAir
29. World Airways

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Atlantic City — 1e, 2g
Bayonne — 3eg
Belleville — 3eg
Bergenfield — 3eg
Bloomfield — 3eg
Brick Twp. — 5e, 6g
Bridgewater Twp. — 3eg
Camden — 3eg
Cherry Hill Twp. — 2g, 3eg
Clifton — 3eg
Dover Twp. — 5e, 6g
East Brunswick Twp. — 5e, 3g
East Orange — 3eg
Edison Twp. — 3eg, 4g
Elizabeth — 3e, 4g
Ewing Twp. — 3eg
Fair Lawn — 3eg
Fort Lee — 3eg
Franklin — 5e, 3g
Garfield — 3eg
Gloucester Twp. — 3e, 2g
Hackensack — 3eg
Hamilton Twp. — 3e, 2g
Hoboken — 3eg
Howell Twp. — 5e, 6g
Irvington — 3eg
Jackson Twp. — 5e, 6g
Jersey City — 3eg
Kearny — 3eg
Lakewood Twp. — 5e, 6g
Linden — 3eg, 4g
Livingston Twp. — 5e, 3g
Long Branch — 5e, 6g
Manchester Twp. — 5e, 6g
Middletown Twp. — 5e, 6g
Montclair — 3eg
Neptune Twp. — 5e, 6g
Newark — 3eg
New Brunswick — 3eg
North Bergen Twp. — 3eg
Nutley — 3eg
Old Bridge — 5e, 3g, 6g
Orange — 3eg
Paramus — 3eg
Parsippany-Troy Hills Twp. — 5e, 3g, 6g
Passaic City — 3eg
Paterson — 3eg
Pemberton Twp. — 3eg, 5e
Pennsauken Twp. — 3eg
Perth Amboy — 3e, 4g
Piscataway Twp. — 3eg
Plainfield — 3eg
Rahway — 3e, 4g
Ridgewood — 3eg
Sayreville — 5e, 3g
Teaneck Twp. — 3eg
Trenton — 3eg
Union City — 3eg
Union Twp. — 3e, 5e, 4g
Vineland — 1e, 7e, 2g
Washington Twp. — 1e, 3e, 5e, 2g, 6g
Wayne Twp. — 5e, 3g
West New York — 3eg
West Orange — 3eg
Westfield — 3e, 4g
Willingboro Twp. — 3eg
Woodbridge Twp. — 3e, 4g

1. Atlantic City Electric Co.
   1199 Black Horse Pike, Box 1264
   Pleasantville 08232
2. South Jersey Gas Co.
   1 S. Jersey Pl., Rte. 54
   Folsom 08037
3. Public Service Elec. and Gas Co.
   80 Park Plaza, P.O. Box 570, Newark
   07101
4. Elizabethtown Gas Co.
   1 Elizabethtown Pl., Elizabeth 07207
5. Jersey Central Power & Lt. Co.
   Madison Ave. at Punch Bowl Rd.
   Morristown 07960
6. New Jersey Natural Gas Co.
   1415 Wyckoff Rd., Wall 07719
7. Vineland Electric Utility
   City Hall, 7th & Wood Sts., Vineland
   08360

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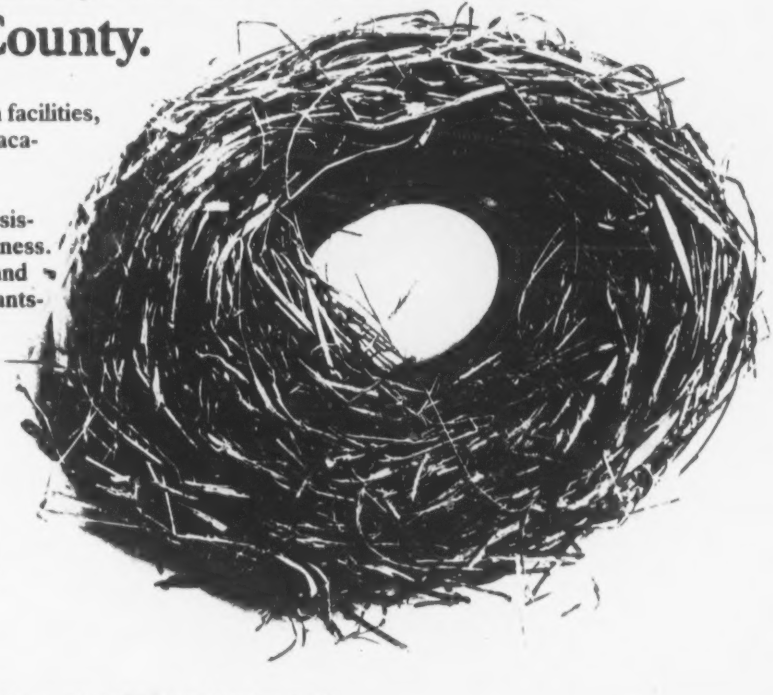


Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	110	944
Gem stones	NA	1
Peat	24	1,360
Sand & gravel	6,650	37,700
Stone, crushed (excl. dimension)	10,050	53,300
Zinc (recov. cont. of ores, etc.) (metric tons)	15,822	13,429
Combined value of greensand marl, iron ore, magnesium compounds, stone (dimension), and titanium concentrate (ilmenite)		7,815
Grand Total New Jersey 1982		**114,549**

* = thousand short tons except as noted
NA = not available

Environment Controls

Air Pollution

Bureau of Air Pollution Control, CN 027, Trenton, 08625, 609/292-6704

Water Pollution

State Dept. of Environ. Protection, Division of Water Resources, Public Wastewater Facilities Element, CN 029, Trenton, 08625, 609/292-2203

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Atlantic City	32	74	5086	792
Jersey City	31	75	5285	854
Long Branch	32	74	5158	770
Newark	31	77	4972	1091
New Brunswick	30	75	5239	832
Plainfield	30	75	5253	863
Trenton	32	76	4950	983

Industrial Development Counselors

State Development Agency

Hirsch, Charles L., Dir.
Div. of Econ. Dev.
NJ Dept. of Comm. & Econ. Dev.
CN 823, Trenton, 08625
609/292-7757

Hughes, James, Exec. Dir.
New Jersey Econ. Dev. Auth.
Capitol Place One, CN 990
Trenton, 08625
609/292-1800

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Bridgeton
Snyder, William A., Exec. Dir.
Cumberland County Econ. Dev. Bd.
790 E. Commerce St., 08302
609/451-8000 Ext. 388

Bridgeport
Walters, Charles T., V.P.
Pureland Ind. Complex
603 Heron Dr., 08014
609/467-2333

Camden
Mathews, Charles, Dir.
Camden County Econ. Dev.
600 Market St., 08101

Franklin Lakes
Heilmann, Frank, V.P.
McBride Enterprises —
McBride Office
Research, Technical & Ind. Parks
808 High Mountain Rd., 07417
201/891-3900

Freehold
Schafferly, Paul
Monmouth Dept. of Econ. Dev.
P.O. Box 1255, 07728
201/431-7470

Lakewood
Young, Robert A., Ind. Dev. Dir.
Lakewood Ind. Cmsn.
231 3rd St., 08701
201/364-2500

Newark
Maddocks, John, Gen. Mgr.
Public Service Electric & Gas Co.
80 Park Pl. T-10-C
P.O. Box 570, 07101
201/430-7589

Newton
Prather, Jack, Coord.
Sussex Cnty. Econ. Dev. Cmsn.
57 High St., 07860
201/383-1217

Sayreville
Letts, John, Chmn.
Ind. Cmsn. of Sayreville
167 Main St., 08872
201/257-3200

Somerset
Varga, Julius A., Dir.
Econ. Dev. of Franklin Twp.
475 DeMott Ln., 08873
201/873-2500 Ext. 281

Somerville
Williams, Richard E., Econ. Dev. Dir.
Somerset Cty.
P.O. Box #3000
Cty. Admin. Bldg., 08876
201/231-7129

Teaneck
Zall, Alex, E.V.P.
Alexander Summer Dev. Co.
222 Cedar Ln., 07666
201/836-4500

Trenton
Gable, Steffan N., Econ. Dev. Dir.
Mercer Cty. Econ. Dev. Cmsn.
Box 8068, 08560
609/989-6555

Connell, Charles E., Jr., Chief
Off. of Ind. Dev. & Bus. Advocacy
NJ Dept. of Comm. & Econ. Dev.
C.N. 380, Rm. 706, L & I Bldg., 08625
609/292-2462

Vineland
Moffatt, Jim, Exec. Dir.
Vineland Ind. Cmsn.
7th & Wood Sts., 08360
609/691-3000

Port of Authority NJ & NY
Cogan, Walter J., Gen. Mgr.
Properties Div.
64 W. 1 World Trade Center
New York, NY 10048
201/622-6600 Ext. 7978

NEW YORK

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings and equipment
- Bonds for pollution control
- Aid for job training
- Job Development Authority
- Urban Development Corporation
- Business Development Corporation
- Industrial Development Agency

Tax rates:
- Corporate income tax....................10%
- Personal income tax:
  - On earned income...............2%-10%
  - On unearned income..........2%-14%
- Sales tax........varies locally 4 to 8¼%
- Equipment and machinery tax.....none
- Incorporation fee........................varies
- Gasoline tax....... $.08/gal. + sales tax

Advanced education facilities:
- Four-year colleges and universities....................................158
- Two-year or junior colleges...............93
- Secondary and post-secondary institutions offering vocational training 1,019

Medical facilities:
- Hospitals..280
- Outpatient clinics attached to hospitals or nursing homes..................153

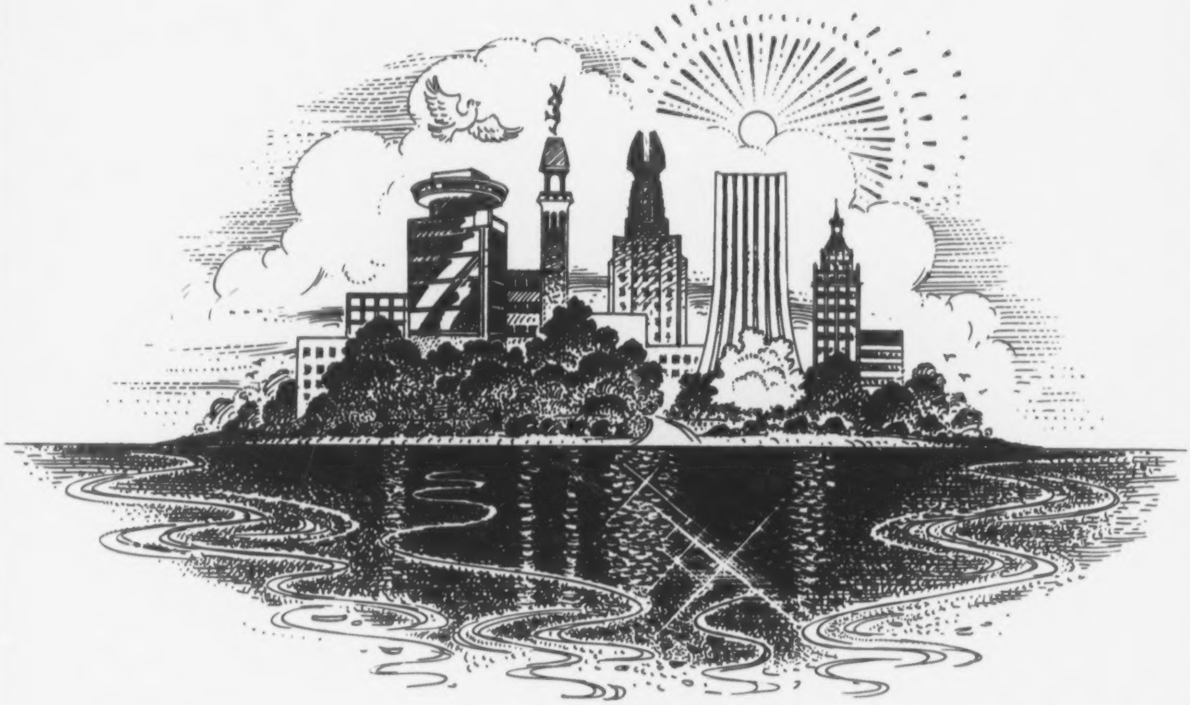
Labor analysis:
- High school graduates.............226,856 (June 1982, public and private)
- Non-agri. wage & salary employees in unions......................................38.7%

Source: **New York State Dept. of Commerce**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
NEW YORK	17,557.3	17,509.6
Albany	101.7	100.4
Amherst	108.7	NA
Auburn	32.5	NA
Babylon	203.5	NA
Binghamton	55.9	54.6
Brighton	35.8	NA
Brookhaven	364.8	NA
Buffalo	357.9	340.5
Carmel	27.9	NA
Cheektowaga	109.4	NA
Clarkstown	77.1	NA
Clay	52.8	NA



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RGE

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NEW YORK

Colonie	74.6	NA
Cortlandt	35.7	NA
De Witt	26.9	NA
Eastchester	32.6	NA
Elmira	35.3	34.8
Freeport	38.3	NA
Gates	29.8	NA
Glenville	28.5	NA
Greece	81.4	NA
Greenburgh	82.9	NA
Guilderland	26.5	NA
Hamburg	53.3	NA
Haverstraw	31.9	NA
Hempstead	40.4	39.9
Hempstead Town	738.5	NA
Henrietta	36.1	NA
Huntington	201.5	NA
Irondequoit	57.6	NA
Islip	298.9	NA
Ithaca	28.7	NA
Jamestown	35.8	NA
Lancaster	30.1	NA
Lindenhurst	26.9	NA
Long Beach	34.1	NA
Mamaroneck	29.0	NA
Manlius	28.5	NA
Mount Pleasant	39.3	NA
Mount Vernon	66.7	65.9
New Rochelle	70.8	70.4
New York City	7,071.0	6,898.0
Niagara Falls	71.4	69.4
North Hempstead	218.6	NA
North Tonawanda	35.8	NA
Orangetown	48.6	NA
Ossining	30.7	NA
Oyster Bay	305.8	NA
Penfield	27.2	NA
Perinton	41.8	NA
Pittsford	26.7	NA
Poughkeepsie	29.8	29.8
Poughkeepsie Town	39.5	NA
Ramapo	89.1	NA
Rochester	241.7	234.7
Rockville Centre	25.4	NA
Rome	43.8	43.0
Rotterdam	29.5	NA
Rye	38.9	NA
Salina	37.4	NA
Schenectady	68.0	66.5
Smithtown	116.7	NA
Southhampton	42.8	NA
Syracuse	170.1	166.5
Tonawanda	91.3	NA
Troy	56.6	56.0
Union	61.2	NA
Utica	75.6	73.4
Valley Stream	35.8	NA
Vestal	27.2	NA
Wappinger	26.8	NA
Watertown	27.9	NA
Webster	28.9	NA
West Seneca	51.2	NA
White Plains	47.0	46.7
Yonkers	195.4	195.2
Yorktown	32.0	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Albany—Schenectady—Troy	795.0	850.0
Binghamton, NY—PA	301.3	263.9
Buffalo	1,242.6	994.7
Elmira	97.7	97.5
Glen Falls	109.6	112.7
Nassau—Suffolk	2,605.8	2,637.4
New York, NY—NJ	9,119.7	8,118.3
Niagara Falls	NA	226.9
*Orange County	259.6	274.0
Poughkeepsie	245.1	254.1
Rochester	971.9	982.2
Syracuse	642.4	648.8
Utica—Rome	320.2	317.6

*SMSA renamed in federal government's latest revisions.

NA = not available

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW YORK	1,320.9	39.7	8.90
Albany—Schenectady—Troy	50.8	40.9	9.24
Binghamton	41.4	40.3	7.98
Buffalo	103.5	41.2	11.32
Elmira	8.0	40.6	9.12
Monroe County	126.9	42.5	11.65
Nassau—Suffolk	167.7	40.1	8.81
New York—Northeastern New Jersey	1,227.2	38.9†	8.56†
New York and Nassau—Suffolk	697.7	37.8	8.24
New York SMSA	530.0	37.0	8.05
New York City	444.7	36.7	7.94
Poughkeepsie	33.8	42.9	8.68
Rochester	147.2	42.4	10.77
Rockland County	15.5	40.3	9.03
Syracuse	57.0	41.2	9.76
Utica—Rome	26.9	40.3	8.41
Westchester County	68.4	38.7	8.71

*Preliminary figures
†August 1983 figures

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NEW YORK	8,145.8	672.5	8.3
Albany—Schenectady—Troy	377.7	25.3	6.7
Binghamton	142.3	9.8	6.9
Buffalo	539.0	57.0	10.6
Elmira	37.4	3.1	8.3
Nassau—Suffolk	1,383.6	84.6	6.1
New York	3,722.2	348.1	9.4

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Write: Edward J. Kearney, Jr., Economic Development Director, Niagara Mohawk Power Corporation, Dept. PL-1, 300 Erie Boulevard W., Syracuse, NY 13202.

Or call him at 315-428-6008.

Find out how Niagara Mohawk can give you the power to do more business.

The State of Niagara Mohawk.

Circle 7 on Brochure Service Card

NEW YORK

New York City		
3,096.0	315.0	10.1
Poughkeepsie		
115.8	6.6	5.7
Rochester		
477.0	36.4	7.6
Syracuse		
307.2	20.1	6.5
Utica—Rome		
135.3	10.0	7.4

*Preliminary figures

Industrial Mix—1982

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
7,234.1	. . . .	. . . .
MANUFACTURING		
1,361.8	38.8	8.35
Lumber and Wood Products—**SIC 24**		
13.3	38.9	6.33
Furniture and Fixtures—**SIC 25**		
20.9	39.0	6.62
Stone, Clay, and Glass Products—**SIC 32**		
32.9	40.3	9.18
Primary Metal Industries—**SIC 33**		
40.9	39.2	11.23
Fabricated Metal Products—**SIC 34**		
73.2	39.3	8.39
Machinery, Except Electrical—**SIC 35**		
162.6	40.0	9.36
Electric & Electronic Equipment—**SIC 36**		
156.3	39.8	7.95
Transportation Equipment—**SIC 37**		
64.1	41.0	11.64
Instruments and Related Products—**SIC 38**		
137.0	41.3	9.87
Food and Kindred Products—**SIC 20**		
84.3	41.1	8.15
Tobacco Manufactures—**SIC 21**		
3.0	. . . .	. . . .
Textile Mill Products—**SIC 22**		
31.9	38.7	5.74
Apparel and Other Textile Products—**SIC 23**		
157.1	34.1	5.96
Paper and Allied Products—**SIC 26**		
47.1	41.8	7.95
Printing and Publishing—**SIC 27**		
156.7	36.9	10.49
Chemicals and Allied Products—**SIC 28**		
67.8	40.8	9.25
Petroleum and Coal Products—**SIC 29**		
5.4	. . . .	. . . .
Rubber and Plastics Products, NEC—**SIC 30**		
28.8	39.1	7.07
Leather and Leather Products—**SIC 31**		
26.0	37.1	5.29
Misc. Manufacturing Industries—**SIC 39**		
52.3	37.5	6.61

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (N) = New York (Kennedy, La Guardia & Newark airports)

Albany 1, 2, 23, 29, 34, 41, 43, 49, 65, 66, 85, 99, 101, 102
Amherst (Buffalo)
Auburn 1 (Syracuse)
Babylon 6 (Islip)
Binghamton 1, 2, 19, 24, 28, 42, 53, 78, 93, 102
Brighton 1 (Rochester)
Buffalo 1, 2, 3, 5, 7, 8, 9, 10, 28, 29, 30, 44, 49, 53, 78, 81, 101, 102
Carmel (Poughkeepsie)
Cheektowaga 1 (Buffalo)
Clay 1
Colonie 1 (Albany)
Cortland (Ithaca)
DeWitt 1 (Syracuse)
Eastchester (N)
Elmira 1, 21, 53, 65, 102
Freeport 6 (N)
Gates (Rochester)
Greece 1 (Rochester)
Guilderland 1, 2
Hamburg (Buffalo)
Haverstraw 1 (White Plains)
Hempstead 6 (N)
Huntington 6 (Islip, N)
Irondequoit (Rochester)
Islip 6, 23, 28, 53, 69, 71, 73, 83, 86, 102
Ithaca 1, 53, 65, 78, 102
Jamestown 1, 28
Lancaster 1 (Buffalo)
Lindenhurst 6 (Islip)
Long Beach 6 (N)
Mamaroneck 1 (White Plains)
Manlius 1 (Syracuse)
Mount Vernon 1 (White Plains)
New Rochelle 1 (White Plains)
New York 1, 6, 8, 9, 11 to 23, 25 to 29, 31, 33 to 41, 43 to 65, 67 to 72, 74 to 84, 86 to 106
Niagara Falls 1, 2 (Buffalo)
North Tonawanda 1, 2 (Buffalo)
Ossining 1 (White Plains)
Oyster Bay 6 (N)

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Albany Schenectady Troy 9/83	Buffalo 10/83	New York NY/NJ 5/83	Nassau-Suffolk 8/83	Poughkeepsie Kingston Newburgh 5/82	Utica-Rome 7/78
Office, professional & technical						
Clerks, payroll	8.37	7.38	7.81	6.64	6.71	3.99
Secretaries	9.02*	8.46	9.60	8.63	6.66(b)	5.26
Stenographers	9.09*	7.35	9.54*	NA	NA	4.98
Switchbd opr-receptionists	5.91	6.82	6.23	5.91	5.91	4.00
Drafters V	11.93*	12.20	10.89*	12.40	9.76(a)	7.65
Electronic technicians	11.33	NA	9.64*	8.16	8.11	7.08
Computer operators	9.04	9.71	9.20	9.04	6.67(b)	NA
Computer programmers (business)	11.62	10.36	12.54	11.92	NA	NA
Maintenance & powerplant (men)						
Carpenters	NA	12.45	10.95	11.23(a)	6.96(a)	6.56
Electricians	10.99	12.90	12.25	10.76	9.63	6.83
Engineers, stationary	10.47	12.36	14.72	12.37*	NA	6.55
Machinists	11.04	11.69	12.65	11.95	9.83	7.18
Mechanics (machinery)	9.71	12.95	11.51	9.16	8.44	6.80
Tool & die makers	11.87	12.63	11.31	10.92	9.72	7.08
Custodial & material movement (men)						
Guards and watchmen	7.94	9.68	8.59	7.71	6.78	NA
Janitors, porters & cleaners	8.22	8.61	6.91	6.70	5.56	4.87
Laborers, material handling	8.29	9.21	7.85	6.78	6.15	4.66
Shipping & receiving clerks	7.81	9.28	9.80	6.84	6.67	4.84
Truckdrivers	8.81	11.85	11.21	11.50	6.98	6.05
Forklift operators	8.00	10.40	9.09	7.67	7.12	5.81

* Computed from available statistics
(a) Mfg. & non-mfg.
(b) Non-mfg.

NEW YORK STUNS THE BUSINESS WORLD BY MOVING FROM 12TH TO 4TH IN BUSINESS CLIMATE.

(Also stunned were Minnesota, Florida, Massachusetts, New Mexico, Connecticut, New Jersey, Illinois and Washington.)

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Commissioner William J. Donohue, Jr.,
New York State Dept. of Commerce,
1 Commerce Plaza, Albany, NY 12245.
Or call him at (212) 949-9302.

Now, we might as well tell you that next year, we plan to be Number One.

New York State

THE MAGAZINE FOR GROWING COMPANIES
Inc.
RATING THE 50 BUSINESS CLIMATES
Report on the States
Why Quad/Graphics lets employees run the show
MANAGEMENT BY WALKING AWAY
'Your Money'
WHEN DOES A FINANCIAL PLANNER MAKE SENSE?

Circle 5 on Brochure Service Card

NEW YORK

Pittsford 1
Poughkeepsie 21, 23, 24, 42, 43
Rochester 1, 8, 9, 29, 49, 53, 65, 78, 101, 102, 108
Rockville Centre 6 (N)
Rome 1 (Utica)
Rotterdam 1, 4 (Albany)
Rye 1 (White Plains)
Salina 1
Schenectady 1, 2 (Albany)
Smithtown 6 (Islip)
Southampton 6 (Islip)
Syracuse 1, 29, 41, 49, 53, 65, 78, 81, 100, 101, 102, 107
Tonawanda 1 (Buffalo)
Troy 1, 2 (Albany)
Utica 1, 53, 81
Valley Stream 6 (N)
Vestal 1 (Binghamton)
Wappinger (Poughkeepsie)
Watertown 1, 41
Webster (Rochester)
West Seneca (Buffalo)
White Plains 1, 16, 21, 32, 42, 53, 65, 85, 97
Yonkers 1 (White Plains)
Yorktown (White Plains)

Railroads

1. Conrail
2. Delaware & Hudson
3. Chessie System
4. Boston & Maine
5. Norfolk Southern
6. Long Island
7. Norfolk & Western
8. Baltimore & Ohio
9. Road-Rail Transportation
10. Southern Buffalo

Airlines

11. Aer Lingus
12. Aero Argentinas
13. Aeromexico
14. Air Afrique
15. Air Canada
16. Air Florida
17. Air France
18. Air India
19. Air Jamaica
20. Air Niagara
21. Air North
22. Air One
23. Air Vermont
24. Air Vectors Airways
25. Air Virginia
26. Alia
27. Alitalia
28. Allegheny Commuter
29. American
30. American Int'l
31. Arrow Air
32. Atlantic Air
33. Avianca
34. Bar Harbor Airlines
35. British Airways
36. BWIA Int'l
37. CAAC
38. Capitol Air
39. Catskill Airways
40. China Airlines
41. Clinton Aero Corp.
42. Colgan Airways
43. Command Airways
44. Continental
45. Czechoslovak
46. Delta
47. Dominicana
48. East Hampton Aire
49. Eastern
50. Eastman Airways
51. Ecuatoriana
52. El Al
53. Empire
54. Finnair
55. Guyana Airways
56. Hispanola Airways
57. Holiday Airlines
58. Iberia
59. Icelandair
60. Japan Airlines
61. Korean Airlines
62. Kuwait Airways
63. Lan Chile
64. Lufthansa
65. Mall Airways
66. Mid-Atlantic Express
67. Middle East Airlines
68. Midway Airlines
69. National Air
70. New York Air
71. Newair
72. Nigeria
73. Northeastern Int'l
74. Northwest
75. Olympic
76. Ozark
77. Pakistan
78. Pan American Express
79. Pan American
80. Provincetown-Boston
81. People Express
82. Piedmont
83. Piedmont Regional
84. Pilgrim Airlines
85. Precision Airlines
86. Ransome Airlines
87. Republic
88. Royal Air Maroc
89. Sabena
90. Saudi Arabian
91. South African Airways
92. Southern Jersey
93. Susquehanna Airlines
94. Swissair
95. TAP Air Portugal
96. Tarom
97. Trans East
98. TransAmerica
99. Tri-State Airlines
100. TWA
101. United
102. USAir
103. Varig
104. Vee Neal Airlines
105. Viasa
106. Western
107. Wright/Aeromech Airlines
108. Zenith Int'l

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Albany — 1eg
Amherst Town — 1e
Auburn — 2eg
Babylon Town — 5eg
Binghamton — 2e, 3g
Brighton Town — 1e, 10eg
Brookhaven Town — 5eg
Buffalo — 1e, 4g
Carmel — 2e
Cheektowaga Town — 1e, 2e
Clarkstown Town — 12eg

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Circle 127 on Brochure Service Card

Clay Town — 1eg
Colonie Town — 1eg
Cortlandt City — 1eg, 2g
DeWitt Town — 1e, 15g
Eastchester Town — 9eg
Elmira — 2eg, 16g
Freeport — 13e
Gates Town — 10eg
Glenville Town — 1eg
Greece Town — 10eg
Guilderland — 1e
Hamburg Town — 1e, 2e, 4g
Haverstraw Town — 12eg
Hempstead — 5eg
Hempstead Town — 5eg
Henrietta Town — 1e, 10eg
Huntington Town — 5eg
Irondequoit Town — 10eg
Islip Town — 5eg
Ithaca — 2eg
Jamestown — 1e, 6e, 4g
Lancaster Town — 2e, 4g
Long Beach — 5eg
Mamaroneck Town — 9eg
Manlius Town — 1eg
Mount Vernon — 9eg
New Rochelle — 9eg
New York — 9eg, 5eg, 11g
Niagara Falls — 1e, 4g
North Hempstead Town — 5eg
North Tonawanda — 1e
Orangetown Town — 12eg
Ossining Town — 9eg
Oyster Bay Town — 5eg
Penfield — 10eg
Perinton Town — 10eg
Pittsford Town — 10eg
Poughkeepsie — 8eg
Poughkeepsie Town — 8eg
Ramapo Town — 12eg
Rochester — 8e, 10eg
Rockville Centre — 14e
Rome — 1eg
Rotterdam Town — 1eg
Rye Town — 9eg
Salina Town — 1eg
Schenectady — 1eg
Smithtown Town — 5eg
Southampton Town — 5eg
Syracuse — 1eg
Tonawanda Town — 1e, 4g
Troy — 1eg
Union Town — 2e, 3g
Utica — 1eg
Vestal Town — 2e, 3g
Wappinger — 8e
Watertown — 1eg
Webster — 10eg
West Seneca Town — 1e, 2e
White Plains — 9eg
Yonkers — 9eg
Yorktown Town — 2eg

1. Niagara Mohawk Power Corp.
   300 Erie Blvd. W., Syracuse 13202
2. NY State Elec. & Gas Corp.
   4500 Vestal Pkwy. E.
   Binghamton 13903
3. Columbia Gas of New York, Inc.
   99 N. Front St., Columbus, OH 43215
4. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo 14203
5. Long Island Lighting Co.
   250 Old Country Rd., Mineola 11501
6. Jamestown Bd. of Public Utilities
   200-212 E. Third St., Box 700 14702
8. Central Hudson Gas & Elec. Corp.
   284 S Ave., Poughkeepsie 12601
9. Consolidated Edison Co. of NY
   4 Irving Pl., New York 10003

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Contact: Richard Knowlton
Manager-Industrial Development
New York State Electric & Gas Corp.
4500 Vestal Parkway East
Binghamton, New York 13903
Phone: (607) 729-2551

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Circle 6 on Brochure Service Card

10. Rochester Gas and Electric Corp.
    89 East Ave., Rochester 14649
11. Brooklyn Union Gas Co.
    195 Montague St., Brooklyn 11201
12. Orange and Rockland Utilities, Inc.
    One Blue Hill Pl., Pearl River 10965
13. Freeport Electric Dept.
    220 W. Sunrise Hwy., Freeport 11520
14. Rockville Centre Electric Dept.
    Municipal Bldg., Rockville Centre 11571
15. Syracuse Suburban Gas Co.
    207 N. Center St., E. Syracuse 13057
16. Corning Natural Gas Corp.
    27 E. Denison Pkwy., Box 58, Corning 14830

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. ball clay)	474	4,906
Gem stones	NA	30
Lead (recov. cont. of ores, etc.) (metric tons)	969	555
Peat	40	832
Salt	6,658	129,203
Sand & gravel (value excl. industrial)	18,240	52,000
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	W	W
Stone:		
Crushed	28,500	130,400
Dimension:	22	2,293
Zinc (recov. cont. of ores, etc.) (metric tons)	W	W
Combined value of cement, clays (ball), emery, garnet (abrasive), gypsum, iron ore, lime, talc, titanium concentrate (ilmenite), wollastonite, industrial sand and gravel		205,695
Grand Total New York 1982		**525,914**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Environment Controls

Air Pollution

Div. of Air, Dept. of Environ. Conservation, 50 Wolf Rd., Albany, 12233, 518/457-5618 (Bureau of Source Control)

Water Pollution

Div. of Water, Bureau of Wastewater Mgt., same address as above, 518/458-5968

State Employment Security Agency

For additional labor market information: Bureau of Labor Market Information, Dept. of Labor, Bldg. 12, State Campus, Albany, 12240, 518/457-3800

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albany	21	71	6927	494
Binghamton	21	69	7344	330
Buffalo	24	71	6798	476
Elmira	24	70	6927	411
Ithaca	22	69	7177	328
Lockport	24	71	6753	475
New York City	32	77	4868	1089
Poughkeepsie	24	72	6366	591
Rochester	24	71	6713	531
Syracuse	23	71	6787	506
Watertown	18	70	7480	424

Industrial Development Counselors

State Development Agency

Donohue, William J., Cmsr.
New York State Dept. of Comm.
One Commerce Plaza
Albany, 12245
518/474-4100

Binghamton

Knowlton, Richard D., Jr., C.I.D., Mgr. Ind. Dev.
NY State Elec. & Gas Corp.
4500 Vestal Pkwy. E., 13902
607/729-2551

Buffalo

Jakiel, Jan J., V.P., Econ. Dev.
Area Chamber of Commerce
107 Delaware Ave., 14202
716/849-6682

Stafford, Clarence D.
Area Dev. Mgr.
National Fuel Gas Corp.
10 Lafayette Sq., 14203
716/855-7983

Camillus

Cregg, George W., C.I.D., Cnsl. & Admin. Dir.
Auburn Ind. Dev. Auth.
932 Onondaga Rd., 13031
315/468-1479

Fairport

Irwin, Gary B.
Interstate Marketing Div.
580 Cross Keys Office Park, 14450
716/223-5606

Glen Falls

Allston, Jack, C.I.D., Exec. Dir.
Ind. Dev. Div.
Adirondack Reg. Chamber of Comm.
169 Warren St., 12801
518/798-1761

Kingston

Finkle, Stephen M., Exec. Dir.
Ulster Cty. Dev. Corp.
UPO Box 3657, 12401
914/338-8840

Mineola

Cacciatore, Roy N., Cmsr.
Nassau Cty. Dept. of Comm. & Ind.
1550 Franklin Ave., 11501
516/535-4160

New York

Cogan, Walter, J., Gen. Mgr.
Properties Div.
Port Auth. of NY & NJ
64 W. 1 World Trade Center, 10048
201/622-6600 Ext. 7978

Donovan, Dennis J., V.P.
Bus. Location Svcs.
Moran, Stahl & Boyer, Inc.
355 Lexington Ave., 10017
212/661-4878

Levine, Ted M., Pres.
Dev. Counselors Int'l
733 Third Ave., 10017
212/687-1383

Renard, John S., Exec. V.P. & Nat'l Dir., Ind. Real Estate
Cushman & Wakefield, Inc.
1166 Ave. of Americas, 10036
212/841-7555

Oswego

Clawson, Arthur J., C.I.D.
Area Ind. Dir.
Operation Oswego Cty. Inc.
P.O. Box 4067, 13126
315/343-1545

Plattsburgh

Lapham, Francis A., Exec. Dir.
Clinton Cty. Area Dev. Corp.
Box 19, Gov't Center
137 Margaret St., 12901
518/561-8800 Ext. 264

Rochester

Clawson, John W., Area Dev. Dir.
Rochester Gas & Elec. Corp.
89 East Ave., 14649
716/546-2700 Ext. 4975

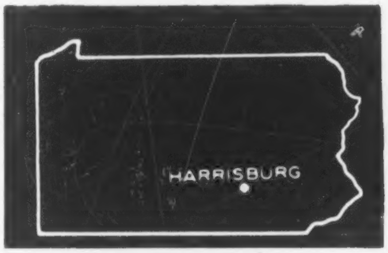
Ronkonkoma

Fogelstrom, Arnold H.
Area Dev. Admin.
Long Island Lighting Co.
4175 Veterans Hwy., 11779
516/348-6353

Syracuse

Kearney, Edward J., Jr.
Econ. Dev. Dir.
Niagara Mohawk Power Corp.
300 Erie Blvd. W., 13202
315/428-6008

Valentine, Robert F., Dir.
Williams, Samuel W., Jr., V.P.
Syracuse Chamber of Comm.
100 E. Onondaga St., 13202
315/470-1343



PENNSYLVANIA

State Information

Financial assistance to industry:

- Tax incentives, including a loss carryforward and property tax incentives
- Revenue bonds & mortgages for economic development & pollution control
- Aid for job training
- Low cost state financial participation -- PIDA — interest rates from 3%-9%, depending on county unemployment level; PCLF loan fund for machinery, equipment and working capital at low interest rates
- Site & community development funds

Tax rates:

- Corporate income tax ....10.5% allocated (unincorporated businesses pay 2.2%)
- No inventory tax
- Personal income tax ....Flat 4.5%
- Sales tax (excluding equipment purchased for manufacturing)..........6%
- Franchise and capital stock tax (mfg. and R&D exempt) .... 10 mills

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Philadelphia Pa/NJ 11/82	Pittsburgh 1/83	York 2/83	Northeast Pennsylvania 8/83
Office, professional & technical				
Clerks, payroll	6.95	7.89	6.00	5.82
Secretaries	8.63	8.87	7.25	7.15
Stenographers	7.92	8.08	5.93	7.01
Swtichbd opr-receptionists	6.26	6.13	5.34	5.82
Drafters V	12.11	12.31	10.33	7.96(d)
Electronics technicians	9.96	10.77	11.70	10.04
Computer operators	8.30	8.34	7.20	7.38
Computer programmers (business)	11.25	10.67	10.30	10.19
Maintenance & powerplant (men)				
Carpenters	11.35	11.84	8.91	8.22(a)
Electricians	11.56	12.61	10.51(c)	9.51
Engineers, stationary	10.52	12.37	NA	NA
Machinists	11.49	12.51	10.24	9.33
Mechanics (machinery)	10.80	11.64	9.47	9.02
Tool & die makers	11.62	11.93	10.97	10.29
Custodial & material movement (men)				
Guards & watchmen	8.03	9.56	7.34(c)	6.17
Janitors, porters & cleaners	8.23	9.43	6.82	6.42
Laborers, mat'l handling	8.27	9.24	6.26	7.14
Shipping & receiving clerks	7.29	NA	6.76	8.21
Truckdrivers	10.30	11.45	7.36	8.05
Forklift operators	8.77	9.97	8.25(c)	8.08

(a) Mfg. & non-mfg. combined
(c) Men & women
(d) Drafters — no class distinction

Advanced education facilities:

Post secondary institutions	213
including private colleges & universities	81

For information contact: Bureau of Economic Assistance — 717/787-1909 and Bureau of Domestic & International Commerce — 717/787-6500

Source: **Pennsylvania Department of Commerce**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
PENNSYLVANIA	11,866.7	11,869.2
Abington	59.1	58.4
Allentown	103.8	103.6
Altoona	57.1	56.3
Bensalem	52.4	54.7
Bethel Park	34.8	NA
Bethlehem	70.4	70.7
Bristol	58.7	57.2
Cheltenham	35.5	NA
Chester	45.8	43.5
Easton	26.0	25.3
Erie	119.1	118.2
Falls	36.1	NA
Harrisburg	53.3	51.0
Haverford	52.3	51.8
Hazleton	27.3	26.7
Hempfield	43.4	43.8
Johnstown	35.5	34.1
Lancaster	54.7	54.4
Lebanon	25.7	26.2
Lower Merion	59.7	59.0
Lower Paxton	34.8	NA
Manheim	26.0	NA

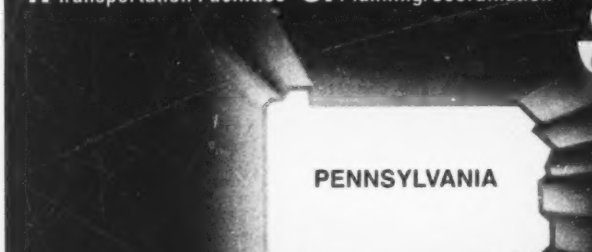
Planning a business expansion?

Peoples Natural Gas Company can put it all together for you,

1. Site Recommendations
2. Financing Assistance
3. Energy/Utility Services
4. Transportation Facilities
5. Labor Analysis
6. Tax Structures/Incentives
7. Community Profiles
8. Planning/Coordination

For More Information:
Call or Write:
Mr. R. Lee Jones
The Peoples
Natural Gas Company
Two Gateway Center
Pittsburgh, PA 15222

THE PEOPLES NATURAL GAS COMPANY
PART OF THE CONSOLIDATED NATURAL GAS SYSTEM



and we can do it across Pennsylvania.
Call: (412) 471-5100

Circle 13 on Brochure Service Card

PENNSYLVANIA

McCandless	26.3	NA
McKeesport	31.0	30.3
Middletown	34.2	NA
Millcreek	44.3	45.7
Monroeville	31.0	NA
Mount Lebanon	34.4	NA
New Castle	33.6	NA
Norristown	34.7	35.1
Northampton	27.4	NA
North Huntingdon	31.5	NA
Penn Hills	57.6	56.6
Philadelphia	1,688.2	1,608.2
Pittsburgh	423.9	407.1
Plum	25.4	NA
Radnor	27.7	NA
Reading	78.7	77.5
Ridley	33.8	NA
Ross	35.1	NA
Scranton	88.1	85.4
Shaler	33.7	NA
Springfield	25.3	NA
State College	36.1	36.6
Upper Darby	84.1	81.4
Upper Moreland	25.9	NA
Warminster	35.5	NA
West Mifflin	26.3	NA
Wilkes-Barre	51.6	50.3
Williamsport	33.4	32.7
York	44.6	43.7

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	Thousands	
*Allentown—Bethlehem, PA—NJ	636.7	647.8
Altoona	136.6	137.0
Beaver County	NA	203.1
Binghamton, NY—PA	301.3	263.9
Erie	279.8	283.9
*Harrisburg—Lebanon—Carlisle	446.1	567.9
Johnstown	264.5	264.6
Lancaster	362.3	374.1
Philadelphia, PA—NJ	4,716.8	4,685.9
Pittsburgh	2,263.9	2,181.9
Reading	312.5	317.5
*Scranton—Wilkes-Barre	640.4	736.2
Sharon	128.3	128.4
State College	112.8	115.2
Williamsport	118.4	119.9
York	381.3	395.5

*SMSA renamed in federal government's latest revisions.
NA = not available

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
PENNSYLVANIA	1,108.9	40.0	9.03
Allentown—Bethlehem—Easton	87.9	38.9	9.16
Altoona	11.3	39.6	7.76
Delaware Valley	318.2	39.4	9.45
Erie	34.8	42.1	9.70
Harrisburg	40.8	40.8	8.70
Johnstown	12.7	37.5	8.19
Lancaster	56.0	40.1	8.33
Northeast Pennsylvania	62.7	38.0	7.41
Philadelphia SMSA	387.2	39.3'	9.42'
Philadelphia City	113.3	NA	NA
Pittsburgh	166.1	40.1	10.89
Reading	51.7	40.7	8.80
Sharon	10.4	NA	NA
State College	7.2	NA	NA
Williamsport	13.7	39.8	7.86
York	58.2	41.5	8.23

*Preliminary figures
'August 1983 figures
NA = not available

State Employment Security Agency

For additional labor market information: Office of Employment Security, Pennsylvania Dept. of Labor and Industry Bldg., 7th & Forster Sts., Harrisburg, 17121, 717/787-6223

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
PENNSYLVANIA	5,512.5	548.9	10.0
Allentown—Bethlehem—Easton	306.3	28.6	9.3
Altoona	57.1	6.7	11.8
Erie	126.8	15.3	12.0
Harrisburg	241.3	12.5	5.2
Johnstown	104.7	16.5	15.8
Lancaster	184.7	8.5	4.6
Northeast Pennsylvania	290.6	29.6	10.2
Philadelphia	2,216.6	170.9	7.7
Pittsburgh	1,026.9	132.2	12.9
Reading	161.4	11.5	7.1
Sharon	52.2	7.8	15.0
State College	52.1	4.5	8.7
Williamsport	52.5	6.8	13.0
York	184.1	15.8	8.6

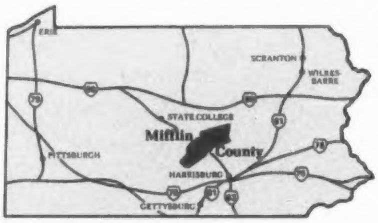
*Preliminary figures

MIFFLIN COUNTY

THE GOOD LIFE IN A PROFITABLE ENVIRONMENT

Imagine your business located in a beautiful rural setting with ready access to a capable work force and in close proximity to Eastern U.S. markets. You will find an attractive business climate and a wide variety of prime sites available in Mifflin County, Pennsylvania.

Mifflin County also offers access to a superb educational system, with Penn State University only thirty minutes away and ten other colleges and universities located within 50 miles. The Lewistown Hospital and a wide range of community support groups provide extensive health care services. Recreational opportunities are available with Mifflin County's 175,000 acres of forest land, famous trout streams, and plentiful water sports facilities.



Nearly three decades of success provides MCIDC with the expertise to serve the industrial and financial needs of a growing business community.

MCIDC directs its energies toward the economic development of Mifflin County by helping to provide opportunities which are mutually beneficial to business and the people of our area.

We stand ready to assist your firm in location and financing considerations.

For More Information About Becoming A Part Of The Good Life, Call or Write:

ROBERT POSTAL, Executive Director
MIFFLIN COUNTY INDUSTRIAL DEVELOPMENT CORPORATION
ONE BELLE AVENUE
MIFFLIN COUNTY INDUSTRIAL PLAZA
LEWISTOWN, PENNSYLVANIA 17044
717-242-0393

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Duquesne Light Company, Area Development Department, One Oxford Centre, 301 Grant Street, Pittsburgh, PA 15279.

Please send me a free copy of *Seven Pittsburghs.*

Name ______________________
Position ______________________
Company ______________________
Street ______________________
City ____________ State ______ Zip ______

PENNSYLVANIA

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	4,561.3	. . . .	. . . .
MANUFACTURING	1,167.1	38.4	8.63
DURABLE GOODS	684.7	39.1	9.59
Lumber and Wood Products—**SIC 24**	17.8	37.6	6.82
Furniture and Fixtures—**SIC 25**	18.3	38.3	7.23
Stone, Clay and Glass Products—**SIC 32**	51.8	40.4	9.02
Primary Metal Industries—**SIC 33**	142.0	37.1	11.94
Fabricated Metal Products—**SIC 34**	96.6	39.9	9.02
Machinery, Except Electrical—**SIC 35**	127.5	39.9	9.45
Electric & Electronic Equipment—**SIC 36**	107.8	39.6	8.48
Transportation Equipment—**SIC 37**	63.1	39.9	10.74
Instruments and Related Products—**SIC 38**	38.7	39.9	8.50
Misc. Manufacturing Industries—**SIC 39**	21.1	39.5	7.66
NONDURABLE GOODS	482.4	37.4	7.29
Food and Kindred Products—**SIC 20**	92.5	39.1	8.08
Tobacco Manufactures—**SIC 21**	2.5	38.8	5.20
Textile Mill Products—**SIC 22**	38.9	37.1	5.71
Apparel and Other Textile Products—**SIC 23**	112.6	32.9	5.29
Paper and Allied Products—**SIC 26**	40 4	42.1	8.08
Printing and Publishing—**SIC 27**	72.0	38.4	8.63
Chemicals and Allied Products—**SIC 28**	58.8	40.7	9.58
Petroleum and Coal Products—**SIC 29**	16.3	42.6	12.20
Rubber and Plastics Products, NEC—**SIC 30**	33.9	39.4	7.48
Leather and Leather Products—**SIC 31**	14.6	35.1	5.11

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

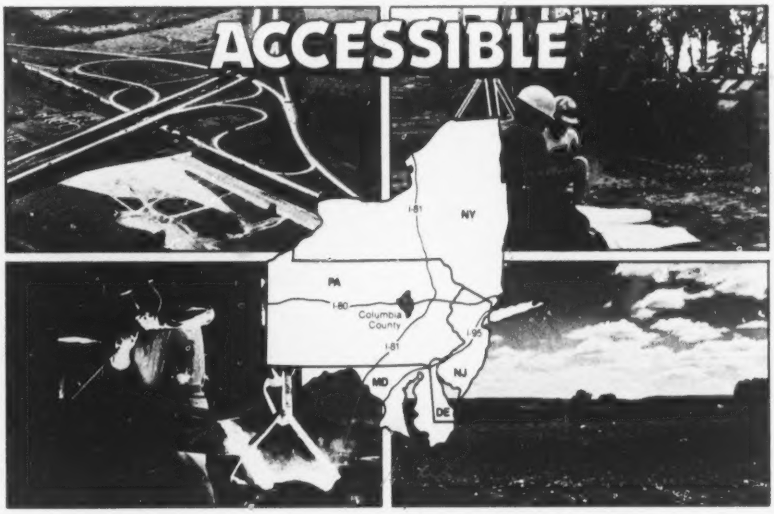
Abington 1 (Philadelphia)
Allentown 1, 5, 11, 19, 31, 32
Altoona 1, 11
Bethel Park (Pittsburgh)
Bethlehem 1, 5 (Allentown)
Bristol 1 (Philadelphia)
Cheltenham (Philadelphia)
Chester 1, 2 (Philadelphia)
Easton 1 (Allentown)
Erie 1, 4, 6, 32, 45
Harrisburg 1, 5, 11, 30-32, 40
Haverford 1 (Philadelphia)
Johnstown 1, 2, 11
Lancaster 1, 11
Lebanon 1 (Harrisburg)
Manheim 1 (Lancaster)
McCandless (Pittsburgh)
McKeesport 1, 2, 7 (39, 45 through Latrobe, Pittsburgh)
Middletown 1 (Harrisburg)
Monroeville (39, 45 through Latrobe, Pittsburgh)
New Castle 1, 2, 7 (Youngstown, Ohio)
Norristown 1 (Philadelphia)
Northampton (Allentown)
Philadelphia 1, 2, 5, 9 to 34, 36, 45
Pittsburgh 1, 2, 7, 11, 13, 18, 19, 24, 26, 27, 30-32, 38, 42, 43, 45
Reading 1, 2, 11
Ridley 1, 2 (Philadelphia)
Scranton 1, 5 (Wilkes-Barre)
Springfield 1 (Philadelphia)
State College 11
Upper Darby (Philadelphia)
Warminster (Philadelphia)
West Mifflin (Pittsburgh)
Wilkes-Barre 5, 11, 19, 32, 39, 40
Williamsport 1, 11
York 1, 2, 8 (Harrisburg)

Railroads

1. Conrail
2. Baltimore & Ohio
3. Philadelphia, Bethlehem & New England
4. Bessemer & Lake Erie
5. Delaware & Hudson
6. Norfolk & Western
7. Pittsburgh & Lake Erie
8. Maryland & Pennsylvania

Airlines

9. Air Jamaica
10. Air Virginia
11. Allegheny Commuter
12. Altair Airlines
13. American
14. Atlantic Air
15. British Airways
16. Capitol Air
17. Continental
18. Delta
19. Eastern
20. Lufthansa
21. Mexicana
22. Midway Airlines
23. Newair
24. Northwest
25. Ozark
26. Pan Am
27. Piedmont
28. Ransome Airlines
29. Republic
30. TWA
31. United
32. USAir
33. Williams Air
34. Wings Airways
36. Air Florida
38. Christman
39. Cumberland Airlines
40. Freedom Airlines
42. Nordair
43. People Express
44. Pocono Airlines
45. Vee Neal



Columbia County, Pennsylvania, combines the advantages of rural living with a unique location in the mid-atlantic states. It's close proximity to the eastern U.S. seaboard taps into a vast network of highway, rail and air transportation, allowing immediate access to the largest U.S. markets. Columbia County is also connected to the west coast via Interstate 80, making the entire U.S. market easily accessible.

Columbia County gives you access to:
- New Industrial Sites
- Skilled and Willing Workers
- Tax-Exempt Financing
- Truck, Rail and Air Transportation
- Outstanding Educational Facilities
- Inexpensive Housing and Cost-Of-Living
- World-Famous Outdoor Recreational Areas

Write or Call: Gordon Boop

Columbia County
Industrial Development Authority
P.O. Box 339
Bloomsburg, PA. 17815
(717) 784-4488

Circle 9 on Brochure Service Card

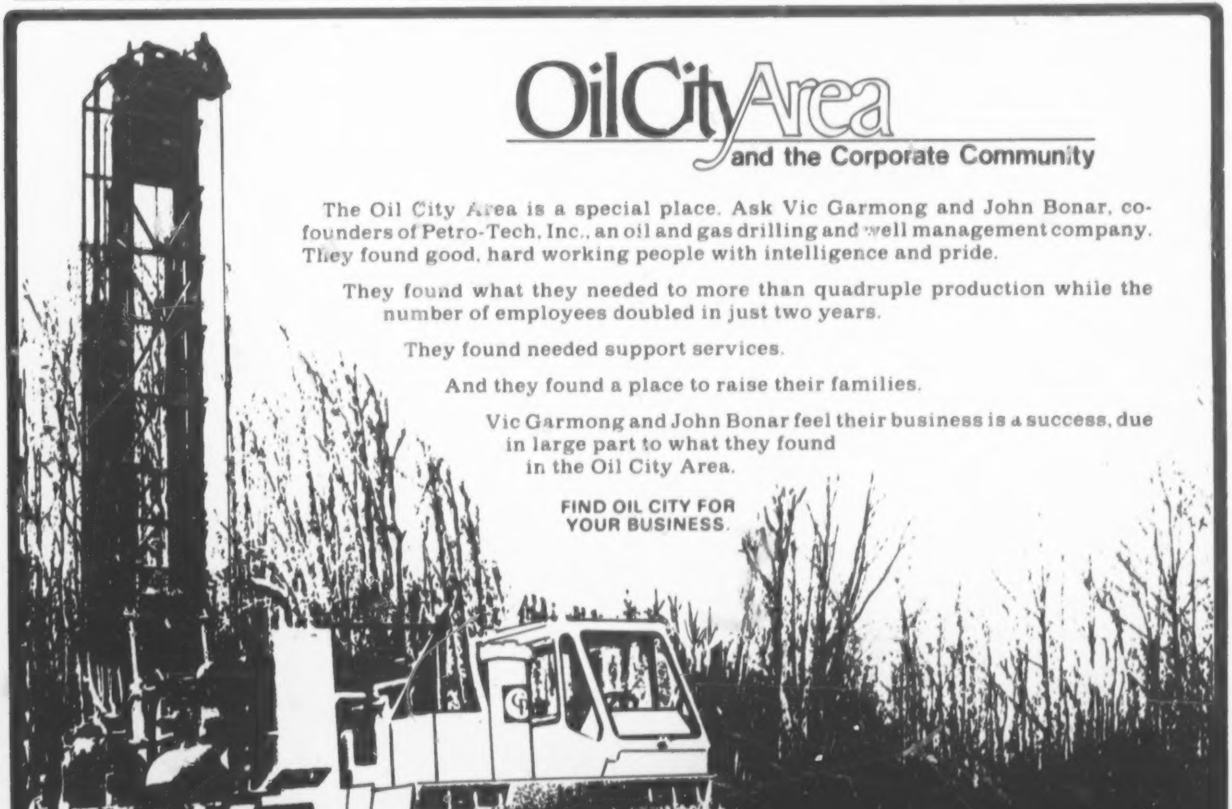
Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Abington Twp. — 1eg, 15g
Allentown — 6e, 7g
Altoona — 4e, 5g
Bensalem Twp. — 1g
Bethel Park — 2e, 11e, 3g, 12g
Bethlehem — 6e, 7g
Bristol Twp. — 1eg
Cheltenham Twp. — 1eg
Chester — 1eg, 16g
Easton — 8e, 7g
Erie — 4e, 9g
Harrisburg — 6e, 7g
Haverford Twp. — 1eg
Hazleton — 6e, 7g
Hempfield — 5g
Johnstown — 4e, 5g
Lancaster — 6e, 7g
Lebanon — 8e, 7g
Lower Merion Twp. — 1g
Lower Paxton Twp. — 7g
Manheim Twp. — 6e, 7g
McCandless Twp. — 2e, 3g, 12g
McKeesport — 2e, 12g
Millcreek Twp. — 7g
Monroeville — 2e, 5g, 12g
Mt. Lebanon Twp. — 3g, 12g
New Castle — 13e, 3g
Norristown — 1eg
Northampton Twp. — 6e, 1g, 7g
North Huntington Twp. — 3g, 12g
Penn Hills Twp. — 2e, 5g
Philadelphia — 1e, 3g, 12g
Pittsburgh — 2e, 3g, 5g, 12g
Plum — 2e, 12g
Radnor Twp. — 1eg
Reading — 8e, 7g
Ridley Twp. — 1eg
Ross Twp. — 7e, 3g, 12g
Scranton — 6e, 15g
Shaler Twp. — 2e, 12g
Springfield Twp. — 1eg, 7g
State College — 11e, 3g
Upper Darby Twp. — 1eg
Upper Moreland Twp. — 1g
Warminster Twp. — 1eg
West Mifflin — 2e, 3g, 12g
Wilkes-Barre — 6e, 15g
Williamsport — 6e, 15g
York — 8e, 3g

1. Philadelphia Electric Co.
   2301 Market St., P.O. Box 8699
   Philadelphia 19101
2. Duquesne Light Co.
   One Oxford Ctr., 301 Grant St.
   Pittsburgh 15279
3. Columbia Gas of PA Inc.
   99 N. Front St., Columbus, Ohio
   43215
4. Pennsylvania Electric Co.
   1001 Broad St., Johnstown 15907
5. Peoples Natural Gas Co.
   2 Gateway Center, Pittsburgh 15222
6. Pennsylvania Power and Light Co.
   2 N. 9th St., Allentown 18101
7. UGI Corp.
   Box 858, Irwin Bldg., Rt. 363
   Valley Forge, 19482
8. Metropolitan Edison Co.
   P.O. Box 542, Reading 19640
9. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo, NY 14203
11. West Penn Power Co.
   Cabin Hill, Greensburg 15601
12. Equitable Gas Co.
   420 Blvd. of the Allies, Pittsburgh
   15219
13. Pennsylvania Power Co.
   1 E. Washington St., New Castle
   16103
14. Philadelphia Gas Works
   1800 No. 9th St. Philadelphia 19122
15. Pennsylvania Gas & Water Co.
   39 Public Square, Wilkes-Barre
   18711
16. Oxford Gas Co.
   55 S. 3rd St., Oxford 19363



and the Corporate Community

The Oil City Area is a special place. Ask Vic Garmong and John Bonar, co-founders of Petro-Tech, Inc., an oil and gas drilling and well management company. They found good, hard working people with intelligence and pride.

They found what they needed to more than quadruple production while the number of employees doubled in just two years.

They found needed support services.

And they found a place to raise their families.

Vic Garmong and John Bonar feel their business is a success, due in large part to what they found in the Oil City Area.

FIND OIL CITY FOR YOUR BUSINESS.

Contact: Oil City Economic Development Corporation
Transit Annex Mall • P. O. Box 376
Oil City, Pennsylvania 16301
Telephone (814) 677-0892

Circle 12 on Brochure Service Card

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	4,600	196,300
Masonry	260	13,400
Clays (excl. kaolin)	725	4,741
Gemstones	NA	5
Lime	1,360	72,176
Mica (scrap)	W	W
Peat	27	680
Sand & gravel (excl. industrial)	13,200	55,800
Stone:		
Crushed	50,000	200,000
Dimension	48	6,354
Tripoli	W	W
Zinc (recov. cont. of ores, etc.) (metric tons)	25,156	21,352
Combined value of clays (kaolin), industrial sand and gravel and items indicated by symbol W		15,139
Grand Total Pennsylvania 1982		**585,947**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Environment Controls

Air Pollution

Pennsylvania Dept. of Environ. Resources, Bur. of Air Quality, Fulton Bldg., P.O. Box 2063, Harrisburg, 17120, 717/787-9702

Water Pollution

Pennsylvania Dept. of Environ. Resources, Bur. of Water Quality Mgmt., same address and phone as above

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Allentown	27	74	5815	751
Erie	25	69	6768	402
Harrisburg	29	74	5335	1006
Johnstown	28	73	5768	728
New Castle	27	72	5885	642
Philadelphia	31	77	4947	1075
Pittsburgh	27	72	5950	645
Scranton	25	72	6330	569
State College	26	72	6247	559
Wilkes-Barre	25	72	6330	569
Williamsport	26	73	6047	659
York	30	75	5203	901

Industrial Development Counselors

State Development Agency

Secretary
Pennsylvania Dept. of Comm.
Room 433, Forum Bldg.
Harrisburg, 17120
717/787-3003

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Allentown
Stocker, Donald N., C.I.D., Mgr.
Comm. Svcs., PA Power & Light
2 N. 9th St., 18101
215/770-5691

Trauch, John W., C.I.D., Exec. V.P.
Ind. Dev. Corp. of Lehigh Cty.
462 Walnut St., Box 1410, 18105
215/437-5581

Altoona
Keating, Michael S., Mktg. Rep.
Econ. Dev.
Southern Alleghenies Cmsn.
1506 11th Ave., 16601
814/946-1641

Berwick
Pittinger, Edward J., Exec. Dir.
Berwick Ind. Dev. Assoc. Inc.
121 E. 2nd St., 18603
717/752-3612

Bloomsburg
Boop, Gordon C., Treas.
Columbia Cty. Dev. Auth.
P.O. Box 339, 17815
717/784-4488

Blue Bell
Hickey, Douglas L., Jr., Exec. Dir.
Montgomery Cty. Ind. Dev. Corp.
Blue Bell W., Suite 100
Skippack Pike, 19422
215/643-2474

Donora
Watson, Robert C., Gen. Mgr.
Middle Monongahela Ind. Dev. Assn.
P.O. Box 491, 15033
412/379-5600

Erie
Bundy, Thomas E., C.I.D. Ind. Dev. Dir.
Gtr. Erie Ind. Dev. Corp.
5 W. 10th St., Suite 302, 16501
814/455-4409

Harrisburg
Douglas, Matthew M., Pres.
Area Chamber of Comm.
P.O. Box 969, 17108
717/232-4121

Johnstown
Burkhard, John W., C.I.D., Pres.
Area Econ. Dev. Corp.,
Suite 203, Main St. E. Bldg.
551 Main St., 15901
814/535-6553

Kittanning
Borkoski, Raymond J., Dir.
Econ. Dev. Div.-Armstrong Cty.
Dept. of Econ. & Comm. Dev.
402 Market St., 16201
412/548-1500

Lewiston
Postal, Robert, Exec. Dir.
Mifflin Cty. Ind. Dev. Corp.
One Belle Ave.
Mifflin Cty. Ind. Park, 17044
717/242-0393

Oil City
Neil, Thomas S.
Oil City Econ. Dev. Corp.
Transit Annex Mall
P.O. Box 376, 16301
814/677-0892

Philadelphia
Schelter, G. Craig, Exec. V.P.
Philadelphia Ind. Dev. Corp.
One E. Penn Sq., Suite 1800 19107
215/568-4448

Osborn, James T., C.I.D.
Dir., Reg. Dev. Staff
Consolidated Rail Corp.
1528 Walnut St., Rm. 1701, 19102
215/893-6030

Pittsburgh
Bundy, Thomas E., Jr. Area Dev. Rep.
The Peoples Natural Gas Co.
2 Gateway Center, 12 N., 15222
412/471-5100

Jones, R. Lee, Mgr. Area Dev.
The Peoples Natural Gas Co.
2 Gateway Ctr., 12 N., 15222
412/471-5100

Turner, Clarence
Area Dev. Mgr.
Duquesne Light Co.
One Oxford Ctr.
301 Grant St., 15279
412/393-6304

Reading
Swoyer, Edward J., Jr.
Dir. of Proj. Dev.
Gtr. Berks Dev. Fund
134 N. 5th St.
P.O. Box 8621, 19603-8621
215//376-6739

Scranton
Blier, Bernard B., V.P.
Strategic Planning
George N. Pegual Agency
400 Lackawanna Ave., 18503
717/342-3294

Sharon
Webb, Richard J.
Mercer Cty. Ind. Dev. Auth.
Shenango Valley Ind. Dev. Corp.
One E. State St., 16146
412/981-5881

Williamsport
Keiper, Douglas, Dir.
Industrial Dev. Dept.
The Williamsport-Lycoming Chamber of Comm., 17701
717/326-1971

Wilkes-Barre
Sheehan, John F., Jr., Exec. Dir.
Gtr. Wilkes-Barre Chamber of Comm.
92 S. Franklin St., 18701
717/823-2101

York
Buchart, Lester S., Consult.
Pace Resources, Inc.
P.O. Box M-55, 17405
717/843-5561

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Regional Review

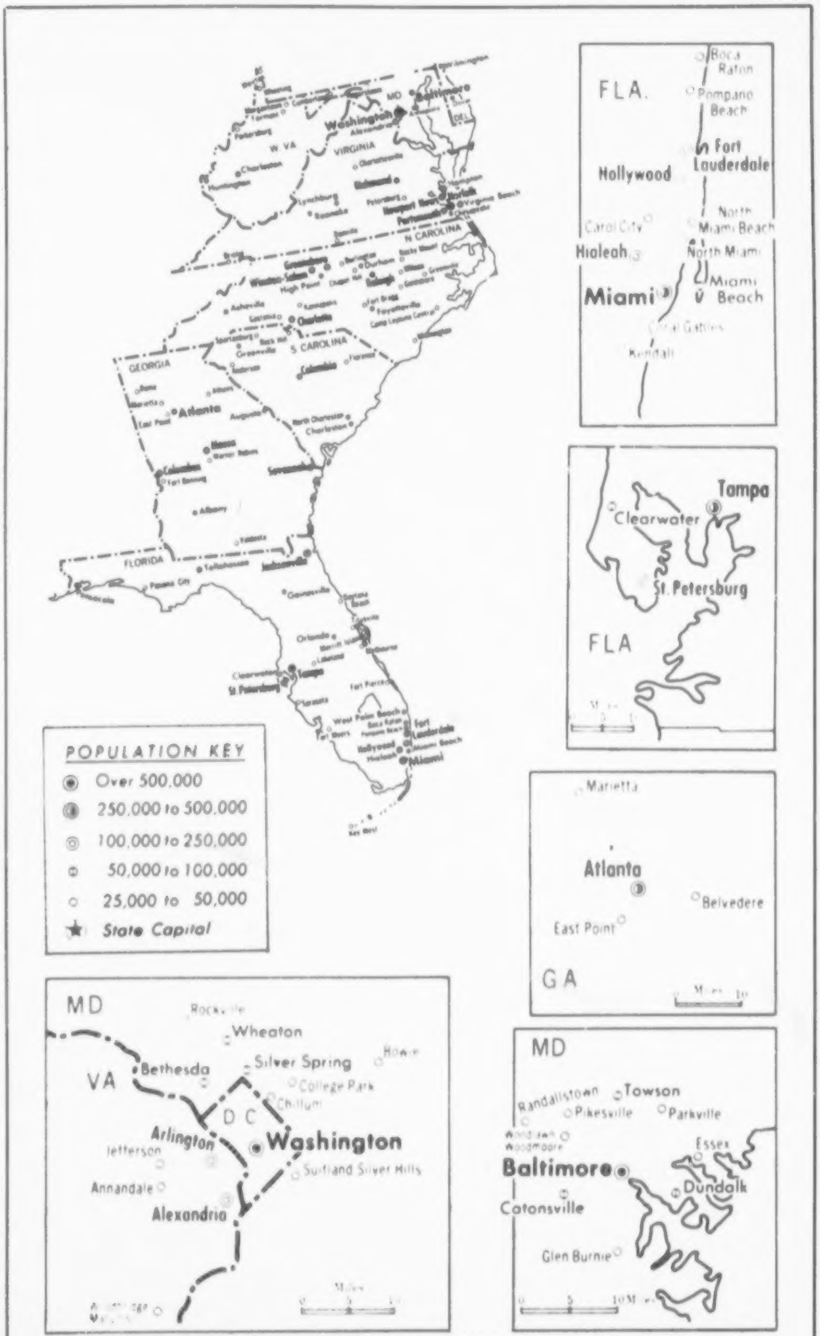
by James M. Bruce, Jr.

The image of the South Atlantic has gone through several metamorphoses in only a generation or two. Not long ago, the popular perception was of a rather isolated and provincial region of plantations, hoop skirts, and magnolia blossoms. In the 1960s, that image was replaced by "Appalachia," a land of poverty and backwardness. Most recently, it has become "the Sunbelt," radiating prosperity and draining people and industry from other parts of the nation.

There are some elements of substance in each of these perceptions, but none present the complete picture. In fact, it is hard to find common threads running through all segments of this diverse region. The South Atlantic contains Washington, D.C., our nation's capital, and Miami, the business center for much of Latin America. It encompasses the long-established manufacturing cities of Baltimore and Wheeling as well as ultramodern Atlanta and Orlando. It contains Charleston and Savannah, which embody the traditional South.

How much growth? The economic and industrial base of the South Atlantic region has been growing faster than the national average for several decades. For nearly that long, critics have questioned whether the region's peak period of growth is past. Can momentum be maintained—and is the region as attractive to industry as it was ten or fifteen years ago? In some very important aspects, the answer is yes.

Labor costs are usually a critical consideration in determining a new plant location. Personnel-related costs



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Mr. Bruce is manager of consulting services for Lockwood Greene in New York City.

are among a firm's greatest operating expenses, and show wide variation by geographic region. Lower manufacturing wages in the South Atlantic states certainly have contributed to the area's large number of new plants. The average regional wage rate in 1970 was 82.1% of the national mean. Any significant upward movement of this figure might indicate a decline in the area's attractiveness as an industrial location.

But this advantage shows no sign of erosion. The average South Atlantic production wage rate in 1982 (the latest year for which comparable data are available) was 82.9% of the nationwide figure, showing an inconsequential twelve-year change of 0.8%. Further, since these labor costs rose nationally about two and one-half times during the period 1970-82, the average savings available in the South Atlantic increased from $.60 to $1.45 per employee-hour. If these average figures are meaningful—and that is an important qualifier, to be dealt with shortly—this part of the country continues to maintain a substantial and attractive advantage.

Demographics are another important locational criterion. The South Atlantic states collectively added 6.3 million new inhabitants between 1970 and 1980, over a million more than any other region in the U.S. Several geographic advantages stem from this population increase. There is greater demand within the area for many kinds of products. For industries where proximity to markets is important (bakeries and newspapers, for example), or where shipment of finished goods is expensive, the larger size of the local market is useful. A greater concentration of population also implies improvement in certain other areas such as air service; skilled labor availability; and cultural, entertainment, and shopping opportunities.

The list of apparent advantages to a South Atlantic location goes on. Building costs are lower. Unionization of the manufacturing labor force is less—15.0% versus 25.2% nationally—and less time is lost to work stoppages. State and local tax burden per capita is only about three-fourths of the national mean. The weather is attractive by most standards.

Economic dynamics. In short, the South Atlantic's advantages as an industrial location remain intact. This is evident both from statistical data and from recent on-site studies by Lockwood Greene. It would be wrong, however, to believe that the region's robust economic growth stems exclusively from new manufacturing plants. On the contrary, it is newly-developed diversity and balance that are most remarkable about this part of the country.

An area that offers attractions appealing only to a narrow range of industries will find itself in an undesirable economic situation. Historically, this was a problem for much of the South Atlantic. Large sections of the region offered a generous supply of untrained, inexpensive labor, and not a great deal more. This locked them into supporting industries with low skill requirements and precluded attracting most kinds of more complex or sophisticated operations. Prior to World War II, some South Atlantic states employed half their workforce in production firms, mostly in unattractive, low-paying jobs.

It is a mark of considerable progress that the South Atlantic's economic profile is now quite similar to that of the nation. In both the nation and the region, about the same proportion of the workforce is employed each major sector—e.g. manufacturing, trade, and services. The South Atlantic is higher in government employment (not surprising, with Washington included) and construction hiring (as one would expect in a growing area), but is otherwise within a percentage point or two of the national distribution. This is evidence that the region has proven successful in attracting and developing a broad base of economic activities, including research laboratories, corporate headquarters, and other facilities with demanding locational requirements.

It would be poor logic to assume that every corner of the South Atlantic states reflect the desirable features previously mentioned. True, the South Atlantic boasts attractive qualities as a region. Generalizing over such a broad geographic area, however, brings to mind Mark Twain's comment about a man with one hand frozen into a block of ice and the other immersed in boiling water: on the average, he's comfortable.

Companies indiscriminately locating facilities within the South Atlantic have often been disappointed with the outcome. There are sections which are still handicapped by poverty and its associated burdens. Some types of critical skills are hard to find. There are communities whose attractiveness is diminished by high wage costs, acrimonious labor-management relations and, counterintuitively, unsuitable weather. Even the prosperous and rapidly-growing areas are not agreeable to everybody.

There is no such thing as a universally good location. Any community represents a "package" of trade-offs between assets and shortcomings. The idea is to achieve an optimal match between a company's particular needs and the whole set of conditions found in various alternative locations. There are literally hundreds of discrete geographic variables which may or may not be important when siting a facility. The South Atlantic's attractive regional averages imply the presence of a good pool of potential industry locations, a finding confirmed in practice. But to expect that any location there will meet a firm's facility requirements is like someone with a size 12 foot hoping that the national average of size 9 will be comfortable.

Future directions. The evidence is clear that the South Atlantic states are continuing their advance. Probably more than anywhere else in the country, the region's economic development organizations are making ongoing efforts to refine and expand locational advantages.

For example, venture capital is increasingly available for starting up new—and not necessarily conventional—companies. In the past, lending institutions and other capital sources within the region were generally conservative and risk-averse. This forced potential entrepreneurs to seek support outside the region and constrained the growth of some business activities which, in other parts of the country, were developing at a blistering pace. This situation has not been completely rectified. Many of the South Atlantic's new operations are still being underwritten by money from elsewhere, or are a division or subsidiary of firms headquartered in other parts of the country. Nonetheless, the trend toward greater local financial participation is significant.

Many of the region's higher education institutions are growing in stature and reputation as well as in their capacity to promote economic development. Atlanta's Georgia Tech, rated one of the nation's top ten technological universities, recently started the Advanced Technology Development Center to promote technology transfer from academia to the private sector and otherwise foster growth of high-tech companies.

The region's state and local governments are investing a relatively large portion of their revenues toward various types of economic development promotional programs. Tax incentives, subsidies for training and other start-up costs, and related efforts are intended to encourage newcomers and existing companies alike.

Unions have, in some cases, agreed to a temporary moratorium on efforts to organize new operations, allowing for a short honeymoon between labor and management.

A question not yet addressed is this: Has the South Atlantic's vigorous growth been at the expense of the nation's older manufacturing centers? Has it "stolen" jobs as it has attracted millions of new residents? There is a strong intuitive feeling in favor of such an argument, but the real answer is closer to "no."

Certainly there have been firms which migrated into the South Atlantic states from other sections of the country, but the greater amount of growth has been indigenous. More jobs have been generated by the expansion of existing firms or the formation of new companies than have been imported from other states. This is so by a substantial margin. In fact, the South Atlantic itself has suffered from job losses in many of its traditional sectors, where industries have become obsolete or noncompetitive.

Such setbacks, however, are within the region's capacity to heal itself. There is every reason to expect that this section will continue growing and that the manufacturing sector will remain a major part of its economy. Within the region are substantial numbers of locations offering conditions sought by a variety of industrial operations. Such resources will not be ignored.

When you contact
industrial developers
listed in

PLANT
LOCATION

tell them
where you saw
their name

DELAWARE

State Information

Financial assistance to industry:

Tax incentives...... municipal and state
Industrial revenue bond financing
SBA 503 financing
Job training assistance

Tax rates:

Corporate income tax 8.7%
Personal income tax 1.4-13.5%
Real property tax (local only)..... varies
Franchise and incorporation tax .... varies
Gasoline tax...................... $.11 per gal.

Advanced education facilities

Four-year colleges and universities...5
Two-year or junior colleges.................4
Vocational and business schools....50

Medical facilities:

Hospitals 10
Clinics..25

Labor analysis:

High school graduates (1983)......7,576
Open shop state
Non-agri. workers in unions.......25.1%

Source: **Delaware Development Office**

Environment Controls

Air & Water Pollution

Robert Touhey, Acting Dir., Div. of Environ. Control, 89 Kings Hwy., P.O. Box 1401, Dover, 19903, 302/736-4764

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
DELAWARE	595.2	607.0
Newark	25.2	NA
Wilmington	70.2	68.7

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Wilmington, DE—NJ—MD	524.1	529.2

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

Employment Thousands	Weekly Hours	Hourly Earnings $
DELAWARE		
68.4	42.4	9.15
Wilmington		
59.2	43.6	10.70

*Preliminary figures

Unemployment

Major Market Areas—9/83*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
DELAWARE		
292.0	21.1	7.2
Wilmington		
257.1	19.8	7.7

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Labor, Office of Occupational & Labor Market Information, University Office Plaza, P.O. Box 9029, Newark, 19714

Industrial Mix—1982

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
258.6	. . . .	. . . .
MANUFACTURING		
67.9	39.2	8.64
DURABLE GOODS		
17.0	39.1	9.74
Primary Metal Industries—**SIC 33**		
1.9	39.7	10.28
Fabricated Metal Products—**SIC 34**		
1.9	37.1	8.75
NONDURABLE GOODS		
50.9	39.2	7.94
Food and Kindred Products—**SIC 20**		
8.5	40.3	5.70
Textile Mill Products—**SIC 22**		
0.5	39.4	6.26
Apparel and Other Textile Products—**SIC 23**		
1.7	33.9	4.77
Printing and Publishing—**SIC 27**		
2.2	34.4	8.43
Chemicals and Allied Products—**SIC 28**		
31.9	39.2	10.68
Rubber and Plastics Products, NEC—**SIC 30**		
2.7	40.5	8.62

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Wilmington	31	76	4986	1015

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Newark 1, 2 (Wilmington and Philadelphia, PA)
Wilmington 1, 2, 3, 4 (Philadelphia, PA)

Railroads

1. Baltimore & Ohio
2. Conrail
3. Octoraro

Airlines

4. Wheeler Flying Service

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Newark — 2e
Wilmington — 1eg

1. Delmarva Power and Light Co.
   800 King St., P.O. Box 231
   Wilmington 19899
2. Newark Electric Dept.
   P.O. Box 390, Newark 19711

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel	1,050	2,400
Magnesium compounds	W	W

Grand Total Delaware 1982 2,400
* = thousand short tons
W = withheld to avoid disclosing company proprietary data

Industrial Development Counselors

State Development Agency

Hayward, Nathan, Acting Dir.
Delaware Dev. Off.
99 Kings Hwy., P.O. Box 1401
Dover, 19903
302/736-4271

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index page 25.

Utilities, Banks, Areas & Others

Dover

Sylvestri, Chmn.
Forward Central DE Cmsn.
P.O. Box 576, 19903
304/734-7513

Wilmington

Hockersmith, Paul J., C.I.D., Mgr. Econ. Dev.
Delmarva Power & Light
800 King St., P.O. Box 231, 19899
302/429-3248

Townsend, Robert Scott, Exec. Dir.
New Castle Cty. Econ. Dev. Corp.
American Int'l Bldg., Suite 801
1105 North Market St., 19801
302/656-5050

FLORIDA

State Information

Financial assistance to industry:
- Industrial revenue bonds for headquarters, warehouse/distribution, manufacturing, R&D parks, pollution control, etc.
- Tax incentives for creation of jobs and industrial investment
- Funds to build or improve roads for industry
- Long term financing for small business through Florida First Capital Finance Corp.
- Special state and local vocational/technical job training to industry
- Machinery and equipment sales tax exemptions
- "Free Port" law
- Local option abatement of ad valorem taxes for a ten-year period
- Four university-related R&D parks
- Six foreign trade zones
- No personal income tax
- No inventory tax
- No state property tax
- No corporate franchise tax

Tax rates:
- Corporate income tax
  5% of adjusted federal income apportioned to Florida by weighted formula with $5,000 exemption
- Property tax.....................varies locally
- Sales tax 5%
- Mfg. equipment and machinery for new and expanded industry ....exempt
- Incorporation tax .... graduated
- Gasoline tax .... $.097/gal.

Advanced education facilities:
- Four-year colleges and universities 129
- Two-year community colleges 28
- Vocational and business schools 339

Medical facilities:
- Hospitals 249
- Clinics ....NA

Labor analysis:
- High school graduates 89,199
- Mfg. workers in unions 11.8%

Source: **Florida Department of Commerce**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
FLORIDA	9,740.0	10,573.5
Boca Raton	49.5	54.3
Boynton Beach	35.6	NA
Bradenton	30.2	32.7
Cape Coral	32.1	NA
Clearwater	85.5	95.1
Coral Gables	43.2	44.5
Coral Springs	37.3	NA
Daytona Beach	54.2	56.2
Deerfield Beach	39.2	NA
Delray Beach	34.3	40.0
Dunedin	30.2	NA
Fort Lauderdale	153.3	154.3
Fort Myers	36.6	38.6
Fort Pierce	33.8	35.7
Gainesville	81.4	83.6
Hallandale	36.5	NA
Hialeah	145.3	174.4
Hollywood	117.2	122.4
Jacksonville	540.9	549.0
Lakeland	47.4	52.7
Lake Worth	27.0	NA
Largo	59.0	NA
Lauderdale Lakes	25.4	NA
Lauderhill	37.3	NA
Margate	36.0	NA
Melbourne	46.5	48.0
Miami	346.9	401.9
Miami Beach	96.3	98.3
Miramar	32.8	NA
North Miami	42.6	45.1
North Miami Beach	36.5	NA
Ocala	37.2	41.2
Orlando	128.4	136.0
Panama City	33.3	34.1
Pembroke Pines	35.8	NA
Pensacola	57.6	57.9
Pinellas Park	32.8	NA
Plantation	48.5	54.1
Pompano Beach	52.6	58.6
Riviera Beach	26.6	NA
St. Petersburg	236.9	242.8
Sarasota	48.9	50.9
Sunrise	39.7	NA
Tallahassee	81.5	106.5
Tamarac	29.1	NA
Tampa	271.5	273.2
Titusville	31.9	32.3
West Palm Beach	62.5	64.6

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Bradenton	148.4	163.2
Daytona Beach	258.8	282.5
*Fort Lauderdale—Hollywood—Pompano Beach	1,014.0	1,107.6
*Fort Myers	205.3	233.2
Fort Pierce	NA	174.4
Fort Walton Beach	109.9	114.8
Gainesville	151.3	184.7
Jacksonville	737.5	751.2
Lakeland—Winter Haven	321.7	345.3

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Write Steve Mayberry, Director, Division of Economic Development, Florida Department of Commerce, Suite PL-19, The Collins Building, Tallahassee, Florida 32301. Or call (904) 488-5507.

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FLORIDA

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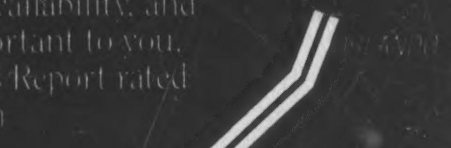
Find out if Lakeland is the locational fit for you. Contact John Hamilton, C.I.D., Lakeland Chamber of Commerce, P.O. Box 3538, Dept. PL, Lakeland FL 33802 (813) 688-8551.



LAKELAND
CENTRAL FLORIDA

*Melbourne—Titusville—Palm Bay	273.0	284.2
*Miami—Hialeah	1,626.0	1,768.0
Ocala	122.5	137.8
Orlando	700.7	770.1
Panama City	97.7	104.0
Pensacola	289.8	302.2
Sarasota	202.3	224.5
Tallahassee	159.5	201.8
*Tampa—St. Petersburg—Clearwater	1,569.5	1,742.9
*West Palm Beach—Boca Raton—Delray Beach	573.1	641.0

*SMSA renamed in federal government's latest revisions.
NA = not available

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
FLORIDA	477.0	40.2	7.39
Daytona Beach	10.5	NA	NA
Fort Lauderdale — Hollywood	40.0	41.1	6.95
Fort Myers—Cape Coral	4.2	NA	NA
Gainesville	4.2	NA	NA
Jacksonville	31.8	41.2	7.98
Lakeland—Winter Haven	18.3	40.9	7.38
Melbourne—Titusville—Coca	25.3	NA	NA
Miami	95.6	38.0	6.13
Orlando	39.7	42.2	7.67
Pensacola	12.5	41.5	8.88
Sarasota	5.8	NA	NA
Tallahassee	3.2	NA	NA
Tampa—St. Petersburg	80.5	4.5	7.37
West Palm Beach—Boca Raton	30.2	41.2	7.70

*Preliminary figures
NA = not available

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
FLORIDA	5,113.2	416.4	8.1
Daytona Beach	123.2	8.2	6.6
Fort Lauderdale—Hollywood	536.8	34.2	6.4
Fort Myers—Cape Coral	111.7	7.3	6.5
Gainesville	85.3	3.8	4.5
Jacksonville	392.3	29.8	7.6
Lakeland—Winter Haven	155.5	26.9	17.3
Melbourne—Titusville—Cocoa	142.4	10.8	7.6
Miami	1,896.6	81.2	9.1
Orlando	445.7	30.2	6.8
Pensacola	142.4	9.9	6.9
Sarasota	92.2	5.2	5.7
Tallahassee	92.7	4.3	4.6
Tampa—St. Petersburg	808.5	55.8	6.9
West Palm Beach—Boca Raton	304.2	28.2	9.3

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Labor & Employment Security, Caldwell Bldg., Rm. 201, Tallahassee, 32301

Office of the Secretary:
904/488-4398
Div. of Employment Security:
904/488-7228
Office of Research & Analysis:
904/488-1048
Bureau of Unemployment Comp.:
904/488-6093

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ORLANDO TRADEPORT

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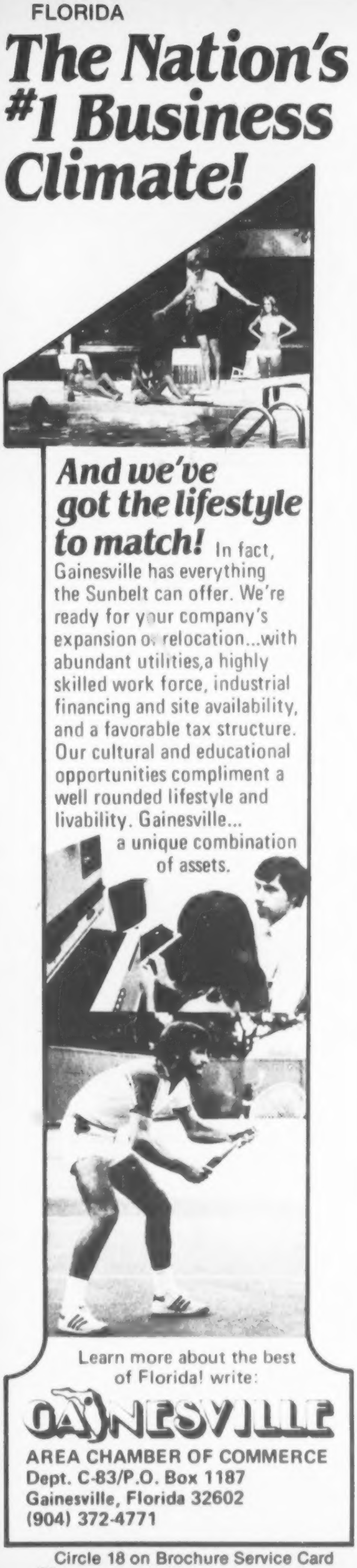
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SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Daytona Beach 8/83	Jackson-ville 12/82	Miami 10/83	Gaines-ville 9/83
Office, professional & technical				
Clerks, payroll	5.76(a)	6.60	6.32	NA
Secretaries	8.01	7.09	7.83	8.59
Stenographers	NA	8.52(a)	NA	NA
Swtichbd opr-receptionists	5.52*	5.65	5.45	4.84*
Drafters V	NA	7.75(d)	7.28(d)	8.71(d)
Electronics technicians	NA	11.68	9.20	7.21*
Computer operators	NA	7.31(a)	7.48	7.78
Computer programmers (business)	NA	12.65	11.73	NA
Maintenance & powerplant (men)				
Carpenters	NA	NA	8.68*	NA
Electricians	NA	12.10	11.20	NA
Engineers, stationary	NA	11.89	NA	NA
Machinists	NA	11.18	9.55	NA
Mechanics (machinery)	NA	10.84	10.45	NA
Tool & die makers	NA	NA	NA	NA
Custodial & material movement (men)				
Guards & watchmen	3.99*	6.46	5.01	NA
Janitors, porters & cleaners	4.71*	7.05	4.82	5.14
Laborers, material handling	NA	6.50	6.04	6.90
Shipping & receiving clerks	6.45	6.02(a)	5.82	5.69
Truckdrivers	7.31*	6.58	8.20	10.76(a)
Forklift operators	5.92(a)	8.65	6.69	4.06

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(c) Men & women
(d) Drafters — no class distinction
NA = Not available

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	3,762.0	....	....
MANUFACTURING	459.9	39.9	7.02
DURABLE GOODS	263.2	40.0	7.24
Lumber and Wood Products—**SIC 24**	20.9	37.4	5.91
Furniture and Fixtures—**SIC 25**	10.6	36.9	5.68
Stone, Clay, and Glass Products—**SIC 32**	19.8	42.6	7.37
Primary Metal Industries—**SIC 33**	4.6	40.4	7.30
Fabricated Metal Products—**SIC 34**	33.0	40.0	7.36
Machinery, Except Electrical—**SIC 35**	38.2	41.7	7.24
Electric & Electronic Equipment—**SIC 36**	65.4	40.3	7.28
Transportation Equipment—**SIC 37**	50.7	40.0	8.83
Instruments and Related Products—**SIC 38**	12.5	40.4	6.97
Misc. Manufacturing Industries—**SIC 39**	7.5	37.4	5.17
NONDURABLE GOODS	196.7	39.7	6.77
Food and Kindred Products—**SIC 20**	51.3	40.7	6.27
Tobacco Manufactures—**SIC 21**	2.0	36.3	6.60
Textile Mill Products	2.4	....	....
Apparel and Other Textile Products—**SIC 23**	32.3	35.1	4.67
Paper and Allied Products—**SIC 26**	15.3	42.2	9.84
Printing and Publishing—**SIC 27**	45.7	40.7	7.57
Chemicals and Allied Products—**SIC 28**	26.6	41.2	8.99
Petroleum and Coal Products—**SIC 29**	1.7	....	....
Rubber and Misc. Plastics Products—**SIC 30**	16.1	39.8	5.46
Leather and Leather Products—**SIC 31**	3.3	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Boca Raton 1, 2 (Fort Lauderdale)
Boynton Beach 1, 2 (West Palm Beach)
Bradenton 2 (Sarasota)
Cape Coral (Ft. Myers)
Clearwater 2 (Tampa)
Coral Gables 2 (Miami)
Coral Springs (Ft. Lauderdale)
Daytona Beach 1, 19, 21, 24, 32
Deerfield Beach 1, 2 (Ft. Lauderdale)
Delray Beach 1, 2 (W. Palm Beach)
Dunedin 2 (St. Petersburg)
Fort Lauderdale 1, 2, 7, 9, 11, 13, 14, 16 to 19, 21 to 24, 26 to 29, 33 to 36, 38 to 45
Fort Myers 2, 9, 18, 19, 21, 28 to 30, 35, 36, 42, 43
Fort Pierce 1 (West Palm Beach)
Gainesville 2, 7, 9, 21
Hallandale 1, 2 (Ft. Lauderdale)
Hialeah 1, 2 (Miami)
Hollywood 1, 2 (Fort Lauderdale)

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Circle 24 on Brochure Service Card

FLORIDA

Jacksonville 1, 2, 3, 7, 9, 18 to 21, 23, 31, 32, 35, 36
Lakeland (Tampa)
Lake Worth 1, 2 (W. Palm Beach)
Largo 2 (St. Petersburg)
Lauderdale Lakes (Ft. Lauderdale)
Lauderhill (Ft. Lauderdale)
Margate (Ft. Lauderdale)
Melbourne 1, 19, 21, 22, 31
Merritt Island (Melbourne)
Miami 1, 2, 8, 9, 13 to 19, 21 to 24, 28 to 30, 32, 34 to 36, 38, 42, 43, 46 to 83
Miami Beach (Miami)
Miramar (Ft. Lauderdale)
No. Miami 1 (Miami)
No. Miami Beach 1 (Miami)
Ocala 2, 9, 12
Orlando 2, 9, 10, 12 to 14, 18 to 22, 24, 25, 27 to 30, 32, 35, 36, 42 to 44
Panama City 4, 10, 36
Pembroke Pines (Ft. Lauderdale)
Pensacola 2, 5, 9, 18 to 21, 35, 37
Pinellas Park 2 (St. Petersburg)
Plantation Park (Ft. Lauderdale)
Pompano Beach 1, 2 (Ft. Lauderdale)
Riviera Beach 1, 2 (W. Palm Beach)
St. Petersburg 2, 27, 31
Sarasota 2, 9, 11, 18, 19, 21, 23, 29, 31, 35, 36, 43
Sunrise (Ft. Launderdale)
Tallahassee 2, 7, 9, 19 to 21, 23, 35, 36
Tamarac (Ft. Lauderdale)
Tampa 2, 8 to 10, 13 to 16, 18 to 21, 23, 24, 27 to 32, 35, 36, 42 to 44, 84
Titusville 1 (Orlando)
West Palm Beach 1, 2, 7, 9, 14, 17 to 21, 23, 26 to 28, 30, 31, 35, 36, 38, 40 to 44

Railroads

1. Florida East Coast
2. Seaboard Coast Line
3. Norfolk Southern
4. Atlanta & St. Andrews Bay
5. Burlington Northern
6. Georgia, Southern & Florida

Airlines

7. Aero Coach
8. Air Canada
9. Air Florida
10. Air New Orleans
11. Air Sunshine
12. Allegheny Commuter
13. American
14. American Int'l
15. Arrow Air
16. Bahamasair
17. Chalks Int'l
18. Continental
19. Delta
20. Dolphin Airways
21. Eastern
22. Gulf Central
23. National Commuter
24. National Florida
25. New York Air
26. North American
27. Northeastern Int'l
28. Northwest
29. Ozark
30. Pan American
31. People Express
32. Piedmont
33. Pompano Airways
34. Pro Air Services
35. Provincetown-Boston
36. Republic
37. Scheduled Skyways
38. Slocum Air
39. State Airlines
40. Trans Air
41. TransEast, New York Air & Southeast
42. TWA
43. United
44. USAir
45. Walkers Int'l
46. Aero Int'l Airlines
47. Aerolineas Argentinas
48. Aeromexico
49. Aeronica
50. Aeroperu
51. Aerotal
52. Air France
53. Air Jamaica
54. Air Panama Int'l
55. ALM-Antillean
56. Avianca
57. Aviateca
58. British Airways
59. BWIA Int'l
60. Capitol Air
61. Caribbean Express
62. Cayman Airways
63. Dominicana
64. Ecuatoriana
65. El Al
66. Faucett
67. Finair Express
68. Guyana Airways
69. Hispaniola Airways
70. Iberia
71. Lacsa
72. Ladeo-Linea Aerea Del Cobre

Choose the Location

PLANNED FOR GROWTH

The Daytona Beach area. A growing prosperous community located in the middle of the best business environment in the United States. And for a growing company looking to expand or relocate, we offer some healthy reasons to choose this part of Florida.

Our county and local governments have planned well for the growth that is occuring here. Land availability, planned parks, utility capacity, natural resource protection, and transportation are all factors that have received tremendous attention in planning for new industry and population.

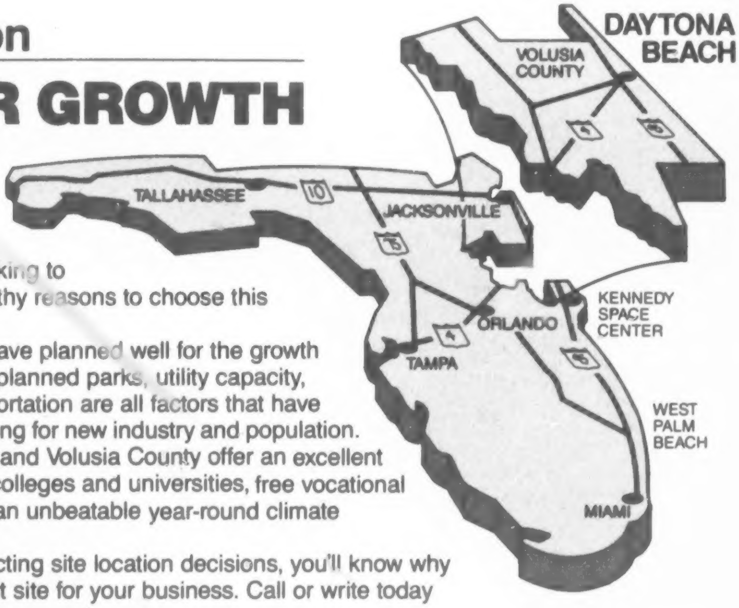
In addition, the Daytona Beach area and Volusia County offer an excellent public and private school system, five colleges and universities, free vocational training, revenue bond financing, and an unbeatable year-round climate resulting in the healthiest of lifestyles.

When you add up all the factors affecting site location decisions, you'll know why we believe Volusia County is the perfect site for your business. Call or write today for more information.

It all adds up!

VOLUSIA COUNTY
ECONOMIC DEVELOPMENT COUNCIL
OF VOLUSIA COUNTY, FLORIDA

Bud Denton, Director
P.O. Box 9248 • Daytona Beach, FL 32020 • (904) 252-9711



Circle 26 on Brochure Service Card

Class of '83

Orlando, Florida

Join the Class of '84 with an A+ in Relocation!

In 1983 more than 50 companies relocated in Orlando, Florida. Why? You can bet companies like Westinghouse, Martin Marietta, AT&T, FMC Corporation, General Electric, Stromberg-Carlson and Harcourt Brace Jovanovich did some hard studying before they moved.

What they learned was that Orlando is a city with a vibrant, expanding economy — ranked highest in projected employment, square footage occupied, number of projects and dollars invested.

Why not study the nation's fastest growing technology center for yourself. You can still graduate to Orlando with the Class of '84. And receive an A+ in Relocation!

Industrial Development Commission of Mid-Florida, Inc.

Serving Orange and Seminole Counties

For more information, contact Mr. Roy Harris, President, Industrial Development Commission of Mid-Florida, Inc., P.O. Box 2144, Dept. PL484, Orlando, Florida 32802.

Report Card

- A+ *Accessibility by major interstate highways, superior rail systems and the new Orlando International Airport make Central Florida a major distribution area.*
- A+ *The University of Central Florida offers outstanding education in high-technology fields available at graduate and undergraduate levels. Excellent general education in public and private schools, including outstanding vocational schools.*
- A+ *The State's finest research park, located at the University of Central Florida.*
- A+ *Right-to-work laws; very favorable conditions for labor and management.*
- A+ *No state income taxes.*
- A+ *Art festivals and theatre, the symphony and the surf.*
- A+ *Quick access to the largest family vacation area in the world, including Walt Disney World® Resort Complex, EPCOT Center and Sea World®.*
- A+ *Availability of fine housing in all sizes and styles, in all reasonable price ranges.*

Circle 22 on Brochure Service Card

FLORIDA

73. Lan Chile
74. LAP
75. Lloyd Aereo Boliviano
76. Lufthansa
77. Marco Island Airways
78. Mexicana
79. Surinam
80. Taca
81. Tan
82. Varig
83. Viasa
84. Air Niagara

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Boca Raton — 3e, 5g
Boynton Beach — 3e
Bradenton — 3e
Clearwater — 1e, 2g
Coral Gables — 3e, 18g
Coral Springs — 3e
Daytona Beach — 3e, 4g
Deefield Beach — 3e
Delray Beach — 3e
Dunedin — 1e, 2g
Fort Lauderdale — 3e, 5g
Fort Myers — 3e
Fort Pierce — 6eg
Gainesville — 7e, 8g
Hallandale — 3e, 18g
Hialeah — 3e, 18g
Hollywood — 3e, 5g
Jacksonville — 9e, 4g
Lakeland — 12e, 4g
Lake Worth — 22e
Largo — 1e, 2g
Lauderdale Lakes — 3e
Lauderhill — 3e
Margate — 3e
Melbourne — 3e, 18g
Merritt Island — 3e, 18g
Miami — 3e, 18g
Miami Beach — 3e, 5g
Miramar — 3e, 18g
North Miami — 3e, 5g, 18g
North Miami Beach — 3e, 5g, 18g
Ocala — 23e
Orlando — 15e, 4g
Panama City — 17e, 16g
Pensacola — 17e, 10g
Pembroke Pines — 3e, 18g
Pinellas Park — 1e
Plantation — 3e
Pompano Beach — 3e, 5g
Riviera Beach — 3e
St. Petersburg — 1e, 4g
Sarasota — 3e, 20g
Sunrise — 3e
Tallahassee — 13eg
Tamarac — 3e
Tampa — 21e, 5g
Titusville — 3e, 18g
West Palm Beach — 3e, 19g

1. Florida Power Corp.
3201 34th St. S., Box 14042
St. Petersburg 33733
2. Clearwater Utilities Dept., Gas Div.
P.O. Box 4749, Clearwater 33518
3. Florida Power and Light Co.
9250 W. Flagler St., Miami 33174
4. Florida Gas Transmission Co.
1560 N. Orange Ave., Winter Park 32790
5. Peoples Gas System, Inc.
P.O. Box 2562, Tampa 33601
6. Fort Pierce Util. Auth., Elec. Dept.
206 S. 6th St., Box 3191
Fort Pierce 33454; Fort Pierce Utilities Auth., Gas Dept. 101 Ave. C, Fort Pierce 33448
7. Gainesville Regional Utilities
200 E. University Ave., P.O. Box 490
Gainesville 32602
8. Gainesville Gas Co.
530 W. University Ave., Gainesville 32601
9. Jacksonville Electric Authority
233 W. Duval, Box 53015
Jacksonville 32202
10. Pensacola Energy Services
105 E. DeSoto St., Pensacola 32521
11. Key West Utility Bd.
1001 James St., P.O. Box 1060
Key West 33040
12. Lakeland Dept. of Utilities
1000 E. Parker St., Lakeland 33801
13. Tallahassee Electric Dept.
300 S. Adams St., Tallahassee 32301; Tallahassee Munic. Gas System, 2602 Jackson Bluff Rd., Tallahassee 32304
15. Orlando Utilities Comm.
500 S. Orange Ave., Box 3193
Orlando 32802
16. Gulf Natural Gas Corp.
301 Maple Ave., Panama City 32401
17. Gulf Power Co.
75 N. Pace Blvd., Box 1151
Pensacola 32520
18. City Gas Co. of Florida
955 E. 25th St., Hialeah 33013
19. Florida Public Utilities Co.
401 S. Dixie Hwy., P.O. Drawer C
W. Palm Beach 33402
20 Southern Gas Co.
1565 State St., Sarasota 33578
21. Tampa Electric Co.
702 N. Tampa St., P.O. Box 111
Tampa 33601
22. Lake Worth Utilities Auth.
114 College St., Lake Worth 33460
23. Ocala Electric Utility
P.O. Box 1270, Ocala 32678

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	235	17,200
Portland	2,600	149,800
Clays (value excl. kaolin)	680	31,915
Gem stones	NA	5
Lime	150	9,354
Peat	160	2,937
Sand & gravel	11,110	27,800
Stone, crushed	52,400	178,400
Combined value of clays (kaolin), magnesium compounds, phosphate rock, rare-earth concentrate, staurolite, titanium concentrates (ilmenite and rutile), zircon concentrate		845,808
Grand Total Florida 1982		**1,263,219**

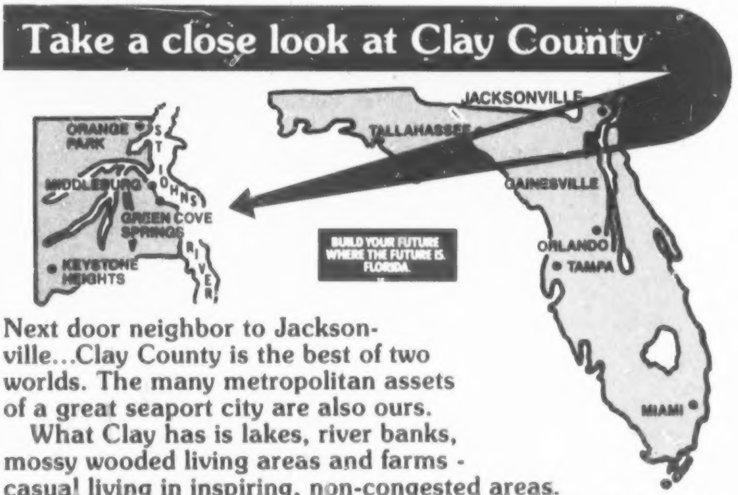
* = thousand short tons
NA = not available

Environment Controls

Air & Water Pollution

Florida Dept. of Environ. Regulation, 2600 Blair Stone Rd. Twin Towers Office

Take a close look at Clay County



Next door neighbor to Jacksonville...Clay County is the best of two worlds. The many metropolitan assets of a great seaport city are also ours.

What Clay has is lakes, river banks, mossy wooded living areas and farms - casual living in inspiring, non-congested areas.

We also have a variety of small and large industrial sites - some with rail and barge docks, four industrial parks (two with airfields), a good labor force and excellent training facilities.

For comprehensive data, write in confidence to Virgil Fox, CID, Director of Economic Development.

CCDA Clay County Development Authority
2111 Smith Street, Orange Park, Florida 32073
904/264-7373

FLORIDA'S FIRST COAST
BAKER CLAY DUVAL NASSAU ST JOHNS

Circle 14 on Brochure Service Card

Bldg., Tallahassee, 32301
Office of the Secretary: 904/488-4805
Div. of Environ. Permitting: 904/488-0130

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Daytona Beach	58	81	900	2878
Fort Lauderdale	66	82	254	3933
Fort Myers	63	83	441	3699
Fort Pierce	63	81	500	3352
Gainesville	56	81	1069	2856
Hialeah	66	82	284	3815
Jacksonville	53	81	1402	2520
Key West	69	85	114	4756
Lakeland	61	82	618	3461
Melbourne	62	81	607	3225
Miami Beach	68	83	133	4150
Miami	67	82	199	4095
Orlando	61	82	656	3401
Pensacola	52	82	1571	2680
Pompano Beach	67	82	243	3957
St. Petersburg	62	83	545	3686
Tallahassee	52	81	1652	2492
Tampa	60	82	739	3324
Titusville	60	82	712	3184
West Palm Beach	65	82	262	3769

Industrial Development Counselors

State Development Agency

Mayberry, Steve, Dir.
Div. of Econ. Dev.
Florida Dept. of Comm.
Collins Bldg., Tallahassee, 32301
904/488-6300

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

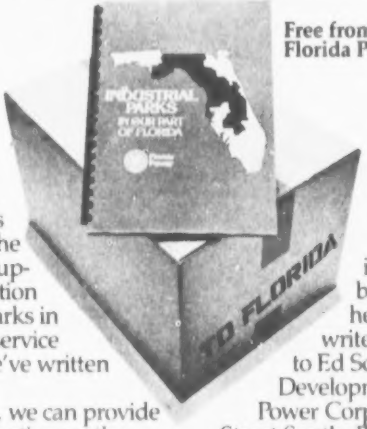
Brevard
McCauley, John F.
Brevard Econ. Dev. Council
1519 Clearlake Rd., Rm. U-369
Cocoa, FL 32922
305/632-1111 x4970

Daytona Beach
Anderson, David, R. E. Dir.
C. T. D. Corp.
P.O. Drawer 2400, 32015
904/255-7558
Denton, Julius A. "Bud", Exec. Dir.
Econ. Dev. Council of
the Gtr. Daytona Beach Area
P.O. Box 9248, 32020
904/252-9711

Fort Lauderdale
Garver, James A., C.I.D., Pres.
Broward Econ. Dev. Bd.
1001 N.W. 62nd St., Suite 308, 33309
305/491-3001
Rasmussen, Rhonda G., Dir.
Ind. & Comm. Dev.
Arvida Int'l Business Center
901 E. Las Olas Blvd., 33301
305/761-1808

We'll help you park your business in Florida.

Free from Florida Power.



If you're considering a move to our part of Florida, Florida Power is the source for the most accurate, up-to-date information on industrial parks in our 32-county service area. In fact, we've written the book on it.

What's more, we can provide you with information on the labor force, housing, transportation, taxes, education — whatever is crucial to your site selection.

We can also furnish facts on electric rates and services, counsel you on energy-efficient systems and technologies that can make your new plant more cost effective.

For your industrial park book and any other helpful facts, just write (in confidence) to Ed Schons, Economic Development L3I, Florida Power Corporation, 3201 34th Street South, P.O. Box 14042, St. Petersburg, FL 33733. (813) 866-5211.

Florida Power CORPORATION

Circle 17 on Brochure Service Card

JACKSONVILLE INT'L. AIRPORT

Any of our three airports offers abundant space to locate your business, regardless of size. Enjoy the profitable benefits of Jacksonville's stable and growing economy at the hub of the Sunbelt.

GATEWAY TO NATIONAL AND INTERNATIONAL COMMERCE

A Division of Jacksonville Port Authority
Dial us toll free (except Florida) 1-800-874-8050; P.O. Box 18097
International Airport • Jacksonville, FL 32229
FREE TRADE ZONE 904/786-7930

Circle 20 on Brochure Service Card

GATEWAY
TO
THE
WORLDS
OSCEOLA COUNTY, FLORIDA

EPCOT
FUTURE WORLD & WORLD SHOWCASE
OKI
COMMUNICATION PRODUCT DESIGN
TUPPERWARE
WORLD HEADQUARTERS
MERCURY MARINE
WATERCRAFT ENGINES
MARTIN BROWER
McDONALD'S DISTRIBUTION
CENTER & BAKERY
ICSD CORPORATION
ELECTRONIC SYSTEMS
HUSTLER
ANTENNAS
STOKLEY-VAN CAMP
"GATORADE"
CUSTOM PLASTICS
MOLDED COMPONENTS
LERIO
PLASTIC CONTAINERS
BETTER PLASTICS
INJECTION MOLDING

Name Title

Company

Address

City State Zip

FOR DETAILS WRITE

OSCEOLA COUNTY
COMMITTEE OF 100
P.O. Box 1982
Kissimmee, Florida
32742-1982

CALL
Bill McCarty
305-847-3174

Circle 25 on Brochure Service Card

Gainesville
McKeown, Charles D., C.I.D.
Exec. V.P., Dir. of Econ. Dev.
Area Chamber of Comm.
P.O. Box 1187, 32602
904/372-4305

Jacksonville
Smith, Richard W.
Jacksonville Int'l Airport
P.O. Box 18097
Int'l Airport, 32229
904/786-7930
LeGrand, J. R., V.P., Ind. Dev.
CSX Railroads
500 Water St., Dept. CS-6, 32202
904/353-2011

Kissimmee
McCarty, William L., C.I.D., Mgr.
Osceola Cty. Comm. of 100
320 Monument Ave., 32741
305/847-6162

Lakeland
Hamilton, John M., C.I.D., Mgr.
Ind. Div., Area Chamber of Comm.
Box 3538, 33802
813/688-8551

Miami
Haley, John H., Jr., Exec. Dir.
Dade Cty. Ind. Dev. Auth.
7270 N.W. 12th St., 33126
305/591-9881
Klein, William M., V.P. Econ. Dev.
Florida Power & Light Co.
P.O. Box 029100, 33102
305/552-4229

Orange Park
Fox, Virgil F., C.I.D., Econ. Dev. Dir.
Clay Cty. Dev. Auth.
2111 Smith St., 32073
904/264-7373

Orlando
Harris, Roy L., Jr.,
Ind. Div. Cmsn. of Mid-FL, Inc.
Box 2144, 32802
305/422-7159
Gunter, Dr. Ralph
Central Florida Research Park
Univ. of Central FL, 32816
305/275-2275
The Ind. Dev. Dept.
Orlando Central Park, Inc.
7100 Lake Ellenor Dr., 32809
305/855-7972
Project Director
Orlando Tradeport
Gtr. Orlando Aviation Auth.
P.O. Box 30004, 32862
305/826-2444

Pensacola
McLemore, Harry K., C.I.D., Exec. Dir.
Pensacola-Escambia Dev. Cmsn.
803 North Palafox St., 32501
904/433-3065
Hombroek, Adrian, Econ. Dev. Mgr.
Gulf Power Co.
P.O. Box 1151, 32520
904/434-8371

St. Petersburg
Schons, Edward L., Econ. Dev. Spvsr.
Florida Power Corp.
P.O. Box 14042, 33733
813/866-5211

Tampa
Meade, Fred, Exec. Dir.
Committee of 100
P.O. Box 420, 33601
813/228-7777

Titusville
Grodhaus, George H., Exec. Dir.
N. Brevard Dev. Cmsn.
Box 1960, 2000 S. Washington Ave., 32780
305/269-3221

West Palm Beach
Frey, Michael V., Exec. Dir.
Palm Beach Cty. Dev. Bd.
2001 Palm Beach Lakes Blvd.
Suite 500, 33409
305/684-2401

GEORGIA

State Information

Assistance to industry:
- Site location
- Industrial revenue bonds
- Tax incentives
- Production worker training

Tax rates:

Corporate income tax	6%
Personal income tax	2-6%
Real & personal property tax	1% of FMV (average)
Sales tax	3-5%
Franchise tax	function of apportioned net worth; maximum tax is $5,000

Advanced education facilities:

Four-year colleges and universities	37
Two-year or junior colleges	24
Vocational and business schools	30

Source: **Georgia Department of Industry and Trade**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
GEORGIA	5,464.3	5,693.0
Albany	73.9	84.7
Athens	42.5	42.8
Atlanta	425.0	415.0
Augusta	47.5	45.9
Columbus	169.4	168.0
East Point	37.5	NA
Macon	116.9	115.6
Marietta	30.8	33.9
Rome	29.7	NA
Savannah	141.6	144.5
Valdosta	37.6	NA
Warner Robins	39.9	41.8

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	Thousands	
Albany	112.7	116.5
Athens	130.0	135.6
Atlanta	2,029.6	2,262.4
Augusta, GA—SC	327.4	361.6
Chattanooga, TN—GA	426.5	437.4
Columbus, GA—AL	239.2	238.5
*Macon—Warner—Robbins	254.6	270.2
Savannah	230.7	225.0

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

Employment Thousands	Weekly Hours	Hourly Earnings $
GEORGIA		
513.1	41.6	7.10
Albany		
11.5	NA	NA
Athens		
14.4	NA	NA
Atlanta		
142.4	39.7	8.56
Augusta		
34.0	NA	NA
Columbus		
20.7	NA	NA
Macon		
16.7	NA	NA
Savannah		
16.8	45.2	9.22

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
GEORGIA		
2,690.4	188.3	7.0
Albany		
52.6	5.3	10.1
Athens		
65.0	3.9	6.0
Atlanta		
1,106.3	67.0	6.1
Augusta		
134.7	12.3	9.1
Columbus		
87.0	7.3	8.4
Macon		
108.3	8.4	7.8
Savannah		
96.6	8.2	8.5

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Agency, 254 Washington St., S.W., Atlanta, 30334, 404/656-3178

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Atlanta 5/83
Office, professional & technical	
Clerks, payroll	6.79
Secretaries	9.00
Stenographers	(a)9.91
Switchbd opr-recept's	6.00
Drafters V	(a)11.78
Electronics technicians	10.64
Computer operators	9.24
Computer programmer (business)	11.52
Maintenance & powerplant (men)	
Carpenters	*12.02
Electricians	11.91
Engineers, stationary	12.26
Machinists	10.73
Mechanics (machinery)	10.11
Tool & die makers	11.54
Custodial & material movement (men)	
Guards and watchmen	9.24
Janitors, porters & cleaners	6.92
Laborers, mat'l handling	6.74
Shipping & receiving clerks	7.79
Truckdrivers	6.90
Forklift operators	7.75

*Computed from available statistics
(a) Mfg. & non-mfg. combined

Industrial Mix—1982

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
2,201.5	....	....

QUALITY CONTROL DEMANDS QUALITY PEOPLE

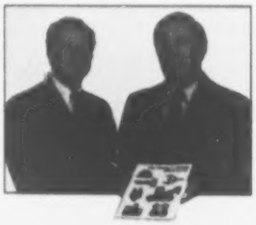
We Have Them
An abundant **labor force** with the skills and training to meet the technological demands of manufacturing, distribution and a variety of industries.

Home Grown Quality
DeKalb's educational and vocational facilities are among the country's finest—over 78% of its students continue education beyond high school.

Quality Lifestyle
DeKalb County has unique features that help rank Atlanta as "the best place to live," (*Places Rated Almanac,* 1981).

Quality Services
DeKalb offers the transportation center of the South, responsive state and local governments, expertise in IRB financing, and much more.

We're Ready for You—Right Now
Contact us at the address below and we'll send you DeKalb's "Site Planner's Tool Kit" — a specially prepared economic and demographic outline of DeKalb County.



"DeKalb offers quality."
"Call or write us to discover how Dynamic DeKalb County is Atlanta's advantage."

Left to right:
Dozier Howard
Manager, Economic Development

Tom Murphy, CID
Executive Vice President

DeKalb County
Atlanta

DeKalb Chamber of Commerce
515 Decatur Federal Building
Decatur, GA. 30030 • Ph. (404) 378-8000

Circle 27 on Brochure Service Card

GEORGIA

MANUFACTURING	500.9	38.6	6.75
DURABLE GOODS	176.7	39.4	7.56
Lumber and Wood Products—**SIC 24**	27.5	38.9	5.45
Furniture and Fixtures—**SIC 25**	9.4	39.2	5.04
Stone, Clay, and Glass Products—**SIC 32**	16.0	40.5	7.47
Primary Metal Industries—**SIC 33**	16.1	38.5	8.72
Fabricated Metal Products—**SIC 34**	17.5	40.0	6.89
Machinery, Except Electrical—**SIC 35**	20.7	38.4	7.17
Electric & Electronic Equipment—**SIC 36**	23.1	40.6	7.49
Transportation Equipment—**SIC 37**	34.9	40.1	11.09
NONDURABLE GOODS	324.2	38.1	6.31
Food and Kindred Products—**SIC 20**	58.5	39.0	6.24
Textile Mill Products—**SIC 22**	104.2	37.9	5.82
Apparel and Other Textile Products—**SIC 23**	69.5	35.2	4.60
Paper and Allied Products—**SIC 26**	27.5	42.4	10.11
Printing and Publishing—**SIC 27**	25.4	. . . .	. . . .
Chemicals and Allied Products—**SIC 28**	17.1	42.0	8.21
Leather and Leather Products—**SIC 31**	2.2	33.6	4.31

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Albany 1, 3, 6, 20
Athens 1, 2, 3, 6
Atlanta 1, 2, 4, 5 to 10, 12 to 22, 24
Augusta 1, 2, 3, 6, 7, 12, 19
Columbus 1, 2, 3, 4, 6, 12
East Point 1, 3 (Atlanta)
Macon 1, 2, 3, 4, 6, 12
Marietta 1 (Atlanta)
Rome 2, 3 (Atlanta)
Savannah 1, 3, 11 to 13, 23
Valdosta 1, 2, 4, 6, 20
Warner Robins (Macon)

Railroads

1. Seaboard Coast Line
2. Southern
3. Central of Georgia
4. Norfolk Southern

Airlines

5. American
6. Atlantic Southeast
7. Atlantis Airlines
8. Bahamasair
9. Best
10. British Caledonia
11. Continental
12. Delta
13. Eastern
14. Frontier
15. KLM
16. Lufthansa
17. Northwest
18. Ozark
19. Piedmont
20. Republic
21. Sabena
22. Sunbird Airlines
23. New York Air
24. The Time Machine Co.

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Albany — 1eg, 2e
Athens — 2e, 3g
Atlanta — 2e, 3g
Augusta — 2e, 3g
Columbus — 2e, 4g
East Point — 2e, 5e, 3g
Macon — 2e, 3g
Marietta — 2e, 6e, 3g, 8g
Rome — 2e, 3g
Savannah — 7e, 3g
Valdosta — 2e, 3g
Warner Robins — 10e, 9g

1. Albany Water, Gas & Light Cmsn.
   207 Pine Ave., Albany 31702
2. Georgia Power Co.
   333 Piedmont Ave., Atlanta 30308
3. Atlanta Gas Light Co.
   235 Peachtree St., N.E., P.O. Box 4569, Atlanta 30302
4. United Cities Gas Co.
   1200 Parkway Towers
   Nashville 37219
5. East Point Electric Dept.
   City Hall Annex, East Point 30344
6. Marietta Light & Water Wks.
   205 Lawrence St., Marietta 30060
7. Savannah Elec. and Power Co.
   600 Bay St. E., Savannah 31402
8. Austell Gas System
   2716 Broad St. S.W., Austell 30001
9. Warner Robins City Gas System
   700 Watson Blvd., Warner Robins 31093
10. Flint Electric Membership Corp.
    P.O. Box 308, Macon & Marion Sts.
    Reynolds 31076

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,100	44,300
Masonry	75	3,800
Clays	6,824	507,001
Gem stones	NA	20
Sand & gravel (excl. industrial)	4,200	10,500
Stone:		
Crushed	35,200	152,500
Dimension	271	18,510
Talc	15	60
Combined value of barite, bauxite, peat, sand and gravel (industrial), feldspar, kyanite, mica, and iron oxide pigments (crude)		18,611
Grand Total Georgia 1982		**755,302**

* = thousand short tons
NA = not available

Environment Controls

Air & Water Pollution

Environ. Protection Div., Dept. of Natural Resources, 270 Washington Street, S.W., Atlanta, 30334, 404/656-4713

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albany	49	81	2062	2396
Athens	42	79	2965	1680
Atlanta	42	79	3021	1670
Augusta	45	81	2568	1935
Columbus	46	81	2356	2152
Macon	47	81	2279	2217
Rome	42	78	3122	1601

Industrial Development Counselors

State Development Agency

Berry, Geroge, Cmsr.
Georgia Dept. of Ind. & Trade
1400 N. Omni Int'l, P.O. Box 1776,
Atlanta 30301
404/656-3556

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Atlanta

Cornell, William Glenn, C.I.D.
V.P., Econ. Dev.
Citizens & Southern National Bank
99 Annex, 30399
404/581-4866

Inglis, Joseph H., Ind. Dev. Mgr.
Georgia Power Co.
260 Peachtree St., 30302
404/526-2203

Morgan, David C., Mgr.
Econ. Dev. Dept.
Oglethorpe Power Corp.
P.O. Box 105033, 30348
404/455-1121 Ext. 400

Geer, Robert S., V.P.
Pinson, J. L., Dir.
Industrial Dev. Dept.
Norfolk Southern Corp.
125 Spring St., S.W., 30303
404/529-1593

Columbus

West, James F., Jr., Econ. Dev. Dir.
Chamber of Comm., 1344 13th Ave.
P.O. Box 1200, 31902
404/327-1566

Decatur

Murphy, L. Thomas, Jr., Exec. V.P.
DeKalb Chamber of Comm.
515 Decatur Federal Bldg., 30030
404/378-3691

Macon

Gatlin, Charles R., C.I.D., Exec. Dir.
Forward Macon Inc.
P.O. Box 207, 31202
912/741-8017

Rome

Leak, Robert E., Jr., Exec. Dir.
Rome & Floyd Co., GA
Ind. Dev. Cmsn.
P.O. Box 5591, Civic Center Dr., 30162
404/295-3141

Japan's Otsuka Pharmaceutical chose Montgomery County, Maryland over five other U.S. high-tech centers.

Otsuka, one of the world's largest pharmaceutical conglomerates, spent three years searching for the ideal high-tech cluster in which to build its first R&D facility in America, a $7 million biotechnology research lab. Montgomery County, Maryland had the formula Otsuka was looking for—the Shady Grove Life Sciences Center.

Montgomery County is the location of choice. Within the county's borders, the world's largest biotechnological research facility—The National Institutes of Health—converges with nineteen research-generating federal agencies. And more than 100 biomedical research firms that have already moved here, not only for what we have but also for what we do, for companies large and small. From site selection, development process expediting and tax-exempt financing to technological training and innovative programs that match up qualified applicants with high-tech positions.

Montgomery County belongs to Technology. We're home to COMSAT, Singer, Fairchild, Genex and Watkins-Johnson. Bechtel, IBM and Litton Bionetics. High-tech hubs like our I-270 and Rt. 29 corridors, which serve as the thriving nucleus of a countywide R&D network. All with an unrivaled work force—the largest concentration of science and engineering minds in the world. And compatible mindstyles of living, leisure and education. Plus a transportation network that includes three international airports. You have access to people, places—and growth.

Whether you're developing computer chips or chocolate chips, if *your* company wants to grow, Montgomery County's Office of Economic Development knows more ways to help you make that happen than anyone else. That's a good reason to say "thanks", in any language. *Call I. T. Morfessis, Director, at (301) 251-2345. Or write Montgomery County OED, 101 Monroe St., Suite 1500,*
Rockville, MD 20850.

ありがとう

(Thanks, Montgomery County.)

Circle 30 on Brochure Service Card

THE BIGGEST INCENTIVE OF ALL: WE'RE PRO-BUSINESS

In Maryland, we offer you a solidly pro-business attitude that's here today and here tomorrow.

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And that's making Maryland the best place in America to do business. Isn't that the biggest incentive of all?

Come for the carrot.
You'll stay for the greens.

MARYLAND

Write or call Michael Lofton,
Director, Business and Industrial
Development, Dept. 123, 45 Calvert
Street, Annapolis, Maryland 21401,
(301) 269-3514

Circle 29 on Brochure Service Card

MARYLAND-D.C.

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for industrial real estate, machinery and equipment
- Bonds for pollution control
- Aid for job training
- Mortgage guarantees for industrial real estate, machinery and equipment
- Training assistance
- Foreign trade zones
- Enterprise zones

Tax rates:

Corporate income tax	7%
Personal income tax	2 to 5%
Personal property tax	$.21/$100 (full credit on income tax)
Sales tax	5% (no sales and use tax on mfg. machinery and equipment)
Inventory tax	same as property (credited against state income tax)
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges and universities	36 (+ 19 in D.C.)
Two-year or junior colleges	23 (none in D.C.)
Vocational and business schools	331

Medical facilities:

Hospital	59
Clinics	174

Labor analysis:

Public high school graduates	52,446
Non-agri. workers in unions	22.8%

Source: **Maryland Department of Economic and Community Development**

Population

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1983
MARYLAND	4,216.4	4,278.1
Annapolis	31.7	33.4
Baltimore	786.8	755.3
Bethesda		NA
Bowie	33.7	NA
Cumberland	25.9	25.0
Frederick	27.6	30.2
Gaithersburg	26.4	NA
Hagerstown	34.1	33.7
Rockville	43.8	44.1
DISTRICT OF COLUMBIA	637.7	613.0
Washington	637.7	613.0

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 —Thousands—	Estimate 1983
Baltimore	2,174.0	2,223.8
Cumberland, MD—WV	107.8	106.7
Hagerstown	113.1	114.3
Washington DC—MD—VA	3,060.2	3,316.1
Wilmington, DE—NJ—MD	524.1	529.2

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MARYLAND	209.8	40.7	9.09
Baltimore SMSA	138.8	NA	NA
Baltimore City	55.6	41.4	9.53
DISTRICT OF COLUMBIA	13.5	NA	NA
WASHINGTON SMSA	64.3	39.8	9.66

*Preliminary figures
NA = not available

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
MARYLAND	2,229.9	128.7	5.8
Baltimore	1,087.0	72.7	6.7
Washington, D.C., SMSA	1,791.5	84.5	4.7

*Preliminary figures

State Employment Security Agency

For additional labor market information: Department of Human Resources, 1100 N. Eutaw St., Baltimore, 21201, 301/383-5600

For additional Washington, D.C. labor market information: Dept. of Employment Services, Rm. 626, 500 C St., N.W., Washington, 20001, 202/639-1000

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Baltimore 8/83	Washington, D.C.-Md. Va. 3/83
Office, professional & technical		
Clerks, payroll	8.42	*7.91
Secretaries	8.66	8.70
Stenographers	9.37	(a)10.25
Switchbd opr-recept's	6.14	6.28
Drafters V	12.80	(a)11.88
Electronics technicians	*12.13	8.71
Computer operators	9.05	8.06
Computer programmers (business)	11.08	12.00
Maintenance & powerplant (men)		
Carpenters	11.73	*9.94
Electricians	12.38	NA
Engineers, stationary	12.15	*13.15
Machinists	12.33	NA
Mechanics (machinery)	12.10	NA
Tool & die makers	13.05	NA
Custodial & material movement (men)		
Guards & watchmen	9.78	6.55
Janitors, porters & cleaners	8.28	6.81
Laborers, mat'l hdlg	7.70	*6.74
Ship & receive clerks	6.98	*7.67
Truckdrivers	9.59	9.37
Forklift operators	9.26	9.04

*Computed from available statistics
(a) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,669.7	. . . .	. . . .
MANUFACTURING	212.2	39.2	8.78
DURABLE GOODS	116.5	39.8	9.74
Lumber and Wood Products—**SIC 24**	2.9	36.8	6.56
Furniture and Fixtures—**SIC 25**	3.0	41.1	6.08
Stone, Clay, and Glass Products—**SIC 32**	7.7	40.7	8.96
Primary Metal Industries—**SIC 33**	24.7	39.2	13.04
Fabricated Metal Products—**SIC 34**	8.9	40.8	8.63
Machinery, Except Electrical—**SIC 35**	16.5	40.1	8.96
Electric & Electronic Equipment—**SIC 36**	33.7	41.2	7.92
Transportation Equipment—**SIC 37**	13.8	38.5	11.35
Instruments and Related Products—**SIC 38**	2.9	38.3	7.38
Misc. Manufacturing Industries—**SIC 39**	2.4	. . .	. . .
NONDURABLE GOODS	95.7	38.5	7.66
Food and Kindred Products—**SIC 20**	24.4	38.8	7.14
Textile Mill Products—**SIC 22**	1.1	. . . .	. . . .
Apparel and Other Textile Products—**SIC 23**	13.7	34.1	5.64
Paper and Allied Products—**SIC 26**	9.2	40.9	7.42
Printing and Publishing—**SIC 27**	23.2	37.9	9.31
Chemicals and Allied Products—**SIC 28**	12.6	41.5	9.63
Petroleum and Coal Products—**SIC 29**	0.7	. . . .	. . . .
Rubber and Plastics Products, NEC—**SIC 30**	9.2	40.9	7.32
Leather and Leather Products—**SIC 31**	1.6	36.8	4.79

District of Columbia

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	595.8	. . . .	. . . .

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Economic Development Office
Howard County, Maryland
3430 Court House Drive
Ellicott City, MD 21043

HOWARD COUNTY, MARYLAND.

Circle 28 on Brochure Service Card

MANUFACTURING
13.6 ....
Food and Kindred Products—SIC 20
0.8 ....
Printing and Publishing—SIC 27
10.6 ....

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Annapolis (Baltimore)
Baltimore 1, 2, 8, 10, 14 to 18, 21, 23 to 26, 30, 31, 35, 38, 40 to 42, 44 to 49, 52, 53
Bethesda 1 (Wash., D.C.)
Bowie 2 (Baltimore)
Cumberland 1, 24
Frederick 1 (Hagerstown)
Gaithersburg 1 (Wash., D.C.)
Hagerstown 1, 2, 3, 15, 42
Rockville 1 (Wash., D.C.)
Washington, D.C. 1, 2, 4, 5, 7 to 54

Railroads

1. Baltimore & Ohio
2. Conrail
3. Norfolk Western
4. Richmond, Fredericksburg & Potomac
5. Southern
6. Baltimore & Annapolis
7. Norfolk Southern
8. Chesapeake & Ohio

Airlines

9. Air Florida
10. Air Jamaica
11. Air North
12. Air One
13. Air Vermont
14. Air Virginia
15. Allegheny Commuter
16. ALM Antillean
17. Americair
18. American
19. Bar Harbor Airlines
20. British Airways
21. Christman Air System
22. Colgan Airways
23. Continental
24. Cumberland Airlines
25. Delta
26. Eastern
27. Eastman Airways
28. Empire
29. Freedom Airlines
30. Holiday Airlines
31. Icelandair
32. Mid Atlantic Express
33. Mid-South
34. Midway Airlines
35. Newair
36. New York Air
37. Northwest
38. Ozark
39. Pan Am
40. People Express
41. Piedmont
42. Piedmont Regional
43. Pilgrim Airlines
44. Ransome Airlines
45. Republic
46. Sunbird Airlines
47. TWA
48. United
49. USAir
50. Vee Neal Airlines
51. Western Airlines
52. Wheeler Flying Service
53. World Airways
54. Wright/Aeromech Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Annapolis — 1eg
Baltimore — 1eg
Bethesda — 2e
Bowie — 1eg
Cumberland — 3e, 4g
Frederick — 3e, 6g
Gaithersburg — 2e
Hagerstown — 3e, 5e, 4g
Rockville — 2e
Washington, D.C. — 2e, 7g

1. Baltimore Gas and Elec. Co.
   P.O. Box 1475, Baltimore 21203
2. Potomac Elec. Power Co.
   1900 Pennsylvania Ave. N.W.
   Washington, D.C. 20068
3. Potomac Edison Co.
   Downsville Pike, Hagerstown 21740
4. Columbia Gas Co. of Maryland Inc.
   99 N. Front St., Columbus, OH 43215
5. Hagerstown Mun. Elec. Light Plant
   600 S. Cannon Ave., Box 1498
   Hagerstown 21740
6. Frederick Gas Co. Inc.
   924 East St., Frederick 21701
7. Washington Gas Light Co.
   1100 H St. N.W., Washington, D.C.
   20080

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. ball clay)	437	1,447
Gem stones	NA	2
Lime	8	412
Sand & gravel	12,500	42,400
Stone:		
Crushed	16,020	72,900
Dimension	50	1,801
Combined value of cement, ball clay and peat		59,409
Grand Total Maryland 1982		**178,371**

* = thousand short tons
NA = not available

Environment Controls

Air Pollution

George P. Ferreri, Dir., Air Mgmt. Admin., Dept. of Health & Mental Hygiene, 201 West Preston St., Baltimore, 21201, 301/383-2779

Noise Control

David L. Rash, Jr., Admin., Community Health Mgmt. Programs, Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/383-2754

Waste Management

Ronald Nelson, Dir., Waste Mgmt. Admin., Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/383-3123

Water Pollution

Richard B. Sellars, Jr., Dir., Water Mgmt. Admin., Off. of Environ. Programs, Dept. of Health & Mental Hygiene (same address as above), 301/383-2737

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Baltimore	33	77	4706	1138
College Park	34	77	4455	1203
Washington	31	76	5004	970

Industrial Development Counselors

State Development Agency

Lofton, Michael, Dir.
MD Office of Bus. & Ind. Dev.
45 Calvert St.
Annapolis, 21401
301/269-3514; Telex: 87788

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Annapolis
Koenig, Jeffrey H., Econ. Dev. Admin.
Off. of Econ. Dev., Anne Arundel Cty.
Rm. 416, Arundel Ctr., 21404
301/224-7268

Baltimore
Moyer, Donald D., Dir.
Econ. Dev. Council of Gtr. Baltimore
2 Hopkins Plaza, Suite 920, 21201
301/727-0447
Warren, I. J., Dir.
Real Estate & Ind. Dev.
Chessie System Railroads
100 N. Charles St., 21201
301/237-3318

Belcamp
McGee, Bob
Riverside Bus. Park
c/o Bata Land Corp.
P.O. Box 35, 21017

Bethesda
Kavanagh, John C., Pres.
Econ. Research Council
5213 Westbard Ave., Suite 727-E, 20814
301/951-1072

Ellicott City
Collins, R. Franklyn, Econ. Dev. Coord.
Howard Cty. Gov't
3430 Court House Dr., 21043
301/992-2027

Elkton
Venezia, Roger J.
Cecil Cty. Econ. Dev. Off.
County Off. Bldg., Rm. 300, 21921
301/398-0200

Rockville
Morfessis, Ioanna T., Dir.
Off. of Econ. Dev.
Montgomery Cty. Gov't
Exec. Office Bldg.
101 Monroe St., Suite 1500, 20850
301/251-2345

Salisbury
Kiley, Robert L., C.I.D.
Exec. Dir.
Salisbury Wicomico Econ. Dev., Inc.
P.O. Box 110, 21801
301/749-1251

Towson
Hannon, Robert L., Dir.
Baltimore Cty. Econ. Dev. Comm.
111 W. Chesapeake Ave., 21204
301/494-3648

Washington, D.C.
Boley, Robert E., Exec. V.P.
Society of Ind. Realtors
777 14th St., N.W., 20005
202/383-1150
Boyle, M. Ross, Sr. V.P.
McManis Assoc., Inc.
1201 Connecticut Ave., N.W. #300, 20036
202/466-7680
Endahl, Lowell J., Mgr.
Energy, Research & Dev.
Nat'l Rural Elec. Coop. Assn.
1800 Massachusetts Ave., N.W., 20036
202/857-9598

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Land C

Flynn & Emrich
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Land C

Hoover Universal
Labor Force A
Land C

Mercedes-Benz

Labor Force	A
Land Cost	A
Interstate Highway	A
Rail Access	A
Utilities	A
Local Government Attitude	A
Experienced Developer	A
SITE APPROVED	✓

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Circle 31 on Brochure Service Card

NORTH CAROLINA

State Information

Financial assistance to industry:

- Aid for job training
- Land and equipment for pollution abatement exempt from local property tax
- Industrial revenue bond financing

Tax rates:

Corporate income tax	6%
Personal income tax	3 to 7%
Personal property withholding tax avg.:	$.697/100 rural; $1.419/100 urban (1982-83)
Sales tax	3% (1.5% local option)
Inventory tax:	Excessive property taxes on mfgs. inventories, raw materials and goods in process may be credited against corporate income tax
Equipment and machinery tax	1% to $80 maximum/item
Incorporation tax (one-time)	$.40/$1,000
Franchise tax	$1.50/$1,000
Gasoline tax	$.12/gal.

Advanced education facilities:

Four-year colleges and universities	46
Two-year or junior colleges	8
Technical, vocational and business schools	81
Other (military, seminaries)	7

Medical facilities:

Hospitals	157
Clinics	58

Labor analysis

High school graduates	70,168
Mfg. workers in unions	5.9%

Source: **North Carolina Dept. of Commerce**

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For details, contact:
Barbara R. Boster, C.I.D.
GASTON COUNTY ECONOMIC
DEVELOPMENT COMMISSION
P.O. Box 2168
Gastonia, NC 28052
Phone: 704-867-4771

Circle 32 on Brochure Service Card

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
NORTH CAROLINA	5,874.4	6,073.8
Asheville	53.3	53.8
Burlington	37.3	38.0
Chapel Hill	32.4	34.3
Charlotte	314.4	338.9
Durham	100.8	102.9
Fayetteville	59.5	61.5
Gastonia	47.3	47.6
Goldsboro	31.9	NA
Greensboro	155.6	157.5
Greenville	35.7	NA
High Point	64.1	64.7
Kannapolis	NA	NA
Kingston	25.2	NA
Raleigh	149.8	158.4
Rocky Mount	41.3	42.6
Wilmington	44.0	44.5
Wilson	34.4	NA
Winston-Salem	131.9	139.9

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Asheville	177.8	164.8
Burlington	99.1	98.9
*Charlotte—Gastonia—Rock Hill, NC—SC	743.9	1,004.2
Fayetteville	247.2	257.6
Greensboro—Winston-Salem—High Point	827.4	876.0
Hickory	130.2	210.4
Jacksonville	112.8	116.1
*Norfolk—Virginia Beach—Newport News, VA—NC	806.7	1,195.9
Raleigh—Durham	530.7	590.3
Salisbury—Concord	185.1	NA
Wilmington	139.2	108.6

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH CAROLINA	796.3	40.9	6.70
Asheville	20.3	40.6	6.59
Charlotte—Gastonia	90.7	42.3	6.65
Greensboro—Winston-Salem—High Point	143.5	39.4	7.36
Raleigh—Durham	46.5	41.4	7.93

*Preliminary figures

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NORTH CAROLINA	2,971.4	219.6	7.4
Asheville	93.8	5.7	6.1
Charlotte—Gastonia	390.8	24.1	6.2
Greensboro—Winston-Salem—High Point	465.6	29.7	6.4
Raleigh—Durham	334.2	13.2	4.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Earle Bradley, Labor Resources Section, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, 27611, 919/733-4094

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Greensboro-Winston Salem-High Point 8/83
Office, professional & technical	
Clerks, payroll	5.58
Secretaries	8.06
Stenographers	NA
Switchbd opr-recept's	5.30
Drafters V	(a)10.90
Electronics technicians	13.29
Computer operators	8.01
Computer programmers (business)	9.79
Maintenance & powerplant (men)	
Carpenters	9.04
Electricians	12.08
Engineers, stationary	13.79
Machinists	NA
Mechanics (machinery)	10.17
Tool & die makers	11.30
Custodial & material movement (men)	
Guards and watchmen	6.42
Janitors, porters & cleaners	6.16
Laborers, mat'l hdlg	6.12
Ship & receive clerks	6.82
Truckdrivers	7.71
Forklift operators	8.81

(a) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	2,338.4	....	....
MANUFACTURING	781.3	37.3	6.35
DURABLE GOODS	292.9	37.4	6.56
Lumber and Wood Products—**SIC 24**	31.2	37.6	5.38
Furniture and Fixtures—**SIC 25**	79.1	34.7	5.63
Stone, Clay, and Glass Products—**SIC 32**	16.0	39.0	7.08
Primary Metal Industries—**SIC 33**	8.5	39.2	7.27
Fabricated Metal Products—**SIC 34**	24.8	38.3	7.14
Machinery, Except Electrical—**SIC 35**	50.3	39.9	7.55
Electric & Electronic Equipment—**SIC 36**	53.2	39.0	7.68
Transportation Equipment—**SIC 37**	15.4	38.1	7.10
NONDURABLE GOODS	488.4	37.3	6.23
Food and Kindred Products—**SIC 20**	42.8	38.2	5.91
Tobacco Manufacturers—**SIC 21**	24.7	37.8	10.19
Textile Mill Products—**SIC 22**	222.7	37.0	5.68
Apparel and Other Textile Products—**SIC 23**	85.6	35.1	4.66
Paper and Allied Products—**SIC 26**	21.7	42.3	9.66
Printing and Publishing—**SIC 27**	21.3	38.2	6.96
Chemicals and Allied Products—**SIC 28**	37.5	39.8	8.22
Rubber and Plastics Products, NEC—**SIC 30**	26.0	39.4	7.76

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following a name of a city designate agencies listed below. Nearest airport is shown in parentheses.

Asheville 1, 4, 8, 17, 18, 23
Burlington 1 (Greensboro)
Chapel Hill (Raleigh)
Charlotte 1, 2, 4, 7, 9 to 13, 15 to 21
Durham 1 to 3 (Raleigh)
Fayetteville 2, 5, 17, 18
Gastonia 1, 2 (Charlotte)
Goldsboro 1, 2 (Kinston)
Greensboro 1, 4, 5, 11, 12, 17, 18, 21 to 24
Greenville 2, 18
High Point 1 (Greensboro)
Kinston 2, 17
Raleigh 1, 2. 6, 11 to 18, 21 to 23
Rocky Mount 2, 13
Wilmington 2, 6, 17, 18
Wilson 2 (Rocky Mount)
Winston-Salem 1, 3, 17, 18

Railroads

1. Southern
2. Seaboard Coast Line
3. Norfolk & Western
4. Norfolk Southern
5. Aberdeen & Rockfish

Airlines

6. Air Lift
7. Air Virginia
8. Atlantic Southeast

Over 4 Million Square Feet Need New Management.

Take your pick of the commercial and industrial buildings now available throughout the state of North Carolina.

Now's a good time to get your first choice of location, building type and size, plus special features.

Just indicate below approximately how many square feet you'll require and we'll send you complete details on every building currently within your range.

Name ____________________

Company ____________________

Address ____________________

City ________ *State* ________ *Zip* ________

Building Size: ________ *Sq.Ft. to* ________ *Sq.Ft.*

North Carolina

North Carolina Department of Commerce, Industrial Development Division,
Suite 1202, 430 N. Salisbury St., Raleigh, NC 27611. Or call (919) 733-4151.

Circle 33 on Brochure Service Card

9. Atlantis Airlines
10. Bank Air
11. Delta
12. Eastern
13. Mid-South
14. New York Air
15. Ozark
16. Pan American
17. Piedmont
18. Sunbird Airlines
19. Tennessee Airways
20. Trans. Southern Airways
21. United
22. USAir
23. Wheeler Flying Service
24. Wright/Aeromech Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Asheville — 1e, 2g
Burlington — 3e, 4g
Chapel Hill — 2g, 3e
Charlotte — 3e, 4g
Durham — 3e, 2g
Fayetteville — 5e, 6g
Gastonia — 7e, 2g
Goldsboro — 1e, 6g
Greensboro — 3e, 4g
Greenville — 9e, 6g
High Point — 3e, 8e, 4g
Kinston — 12e, 6g
Raleigh — 1e, 2g
Rocky Mount — 6g, 10eg
Wilmington — 1e, 6g
Wilson — 6g, 11eg
Winston-Salem — 3e, 4g

1. Carolina Power and Light Co.
   411 Fayetteville St., Raleigh 27602
2. Public Service Co. of NC
   400 Cox Rd., Gastonia 28052
3. Duke Power Co.
   422 S. Church St., Charlotte 28242
4. Piedmont Natural Gas Co.
   1915 Rexford Rd., P.O. Box 33068
   Charlotte 28233
5. Fayetteville Pub. Works Cmsn.
   508 Person St., Box 1089
   Fayetteville 28302
6. NC Natural Gas Corp.
   150 Rowan St., Fayetteville 28302
7. Gastonia Water & Lt. Dept.
   P.O. Box 1748, Gastonia 28052
8. High Point Electric Dept.
   211 S. Hamilton, Box 230
   High Point 27261
9. Greenville Utilities Cmsn.
   200 W. 5th St., Box 1847, Greenville 27834
10. Rocky Mount Pub. Utilities
    One Government Plaza
    Rocky Mount 27801
11. Wilson Utilities Dept.
    112 N. Goldsboro St.
    Wilson 27893
12. Kinston Public Utilities
    207 E. King St., Box 339, Kinston 28501

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays		
(excl. kaolin)	1,721	6,554
Feldspar		
(short tons)	400,000	12,400
Gem stones	NA	60
Mica, scrap	76	5,225
Peat	7	158
Sand & gravel	6,960	25,300
Stone:		
Crushed	27,200	116,700
Dimension	30	2,814
Pyrophyllite		
(excl. talc)	80	780
Combined values of cement, clays (kaolin), lithium compounds, olivine, phosphate rock and talc		105,094
Grand Total North Carolina 1982		**275,085**

* = thousand short tons except as noted
NA = not available

Environment Controls

Air & Water Pollution

Derr Leonhardt, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, 27611

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp F Jan.	Temp F Jul.	Degree Days Heating	Degree Days Cooling
Asheville	37	73	4294	842
Chapel Hill	39	77	3724	1310
Charlotte	41	79	3342	1546
Durham	40	78	3612	1387
Fayetteville	41	79	3155	1657
Gastonia	42	79	3158	1589
Goldsboro	42	80	3102	1704
Greensboro	38	77	3874	1303
High Point	40	78	3422	1387
Raleigh	40	78	3531	1394
Wilmington	46	80	2469	1904
Wilson	41	79	3233	1615

Industrial Development Counselors

State Development Agency

Brinkley, Robert G., Asst. Dir.
Ind. Dev. Div.
NC Dept. of Comm.
430 N. Salisbury St.
Raleigh, 27611
919/733-4151

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Burlington
Policastro, Thomas J., C.I.D., Dir.
Econ. Dev. Dept.
Alamance Cty. Off. of Econ. Dev.
P.O. Box 450, 610 S. Lexington, 27215
919/228-1338

Cary
Davis, Ernest W., Jr., Exec. Dir.
Chamber of Comm.
P.O. Box 51, E. Chatham St., 27511
919/467-1016

Charlotte
Burney, G. Jackson, V.P., Econ. Dev.
Gtr. Charlotte Chamber of Comm.
Box 32785, 28232
704/377-6911

Gastonia
Boster, Barbara, Exec. Dir.
Gaston Cty. Econ. Dev. Comm.
P.O. Box 2168
601 W. Franklin Blvd., 28052
704/867-4771

Greensboro
Cohick, Larry D., C.I.D., Pres.
Area Chamber of Comm.
P.O. Box 3246, 27402
919/275-8675

Raleigh
Ford, E. Julian, Ind. Dev. Mgr.
North Hills, Inc.
P.O. Box 17004, 27619
919/782-2873
Kelly, Stephen E., C.I.D., Admin. Dir.
Raleigh Chamber of Comm.
P.O. Box 2978, 27602
919/833-3005

SOUTH CAROLINA

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Low interest loans
- Special discount electric rate in designated counties

Tax rates:

Corporate income tax	6% of net
Personal income tax	2-7%
Sales tax	4%
Inventory tax	exempt
Incorporation tax	40 mills/M; min. $40, max. $1,000
Franchise tax	$1/$1000 valuation of proportion of paid-in surplus & capital
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges and universities	34
Two-year or junior colleges	15
Vocational and business schools	71

Medical facilities:

Hospitals	306
Clinics	36

Labor analysis:

Public high school graduates	38,853
Mfg. workers in unions	10.6%

Source: **South Carolina State Development Board**

Environment Controls

Air & Water Pollution

Dept. of Health and Environ. Control, 2600 Bull St., Columbia, 29201, (803) 758-5631

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., 1550 Gadsen St., P.O. Box 995, Columbia, 29202, 803/758-2583

Population

Cities over 25,000

	Census 1980 Thousands	Estimate 1983 Thousands
SOUTH CAROLINA	3,119.2	3,244.3
Anderson	27.3	27.4
Charleston	69.5	70.0
Columbia	99.3	98.6
Florence	30.1	31.0
Greenville	58.2	57.6
North Charleston	65.6	64.8
Rock Hill	35.3	36.0
Spartanburg	44.0	44.2

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 Thousands	Estimate 1983 Thousands
Anderson	133.2	140.4
Augusta, GA—SC	327.4	361.6
*Charleston	430.3	455.4
*Charlotte—Gastonia—Rock Hill, NC—SC	743.9	1,004.2
Columbia	408.2	425.8
Florence	110.2	115.0
Greenville—Spartanburg	568.8	592.3

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH CAROLINA	359.6	41.2	7.08
Charleston—North Charleston	19.8	43.1	8.61
Columbia	25.9	40.6	6.93
Greenville—Spartanburg	95.4	41.2	6.74

*Preliminary figures

Unemployment

Major Market Areas—9/83*

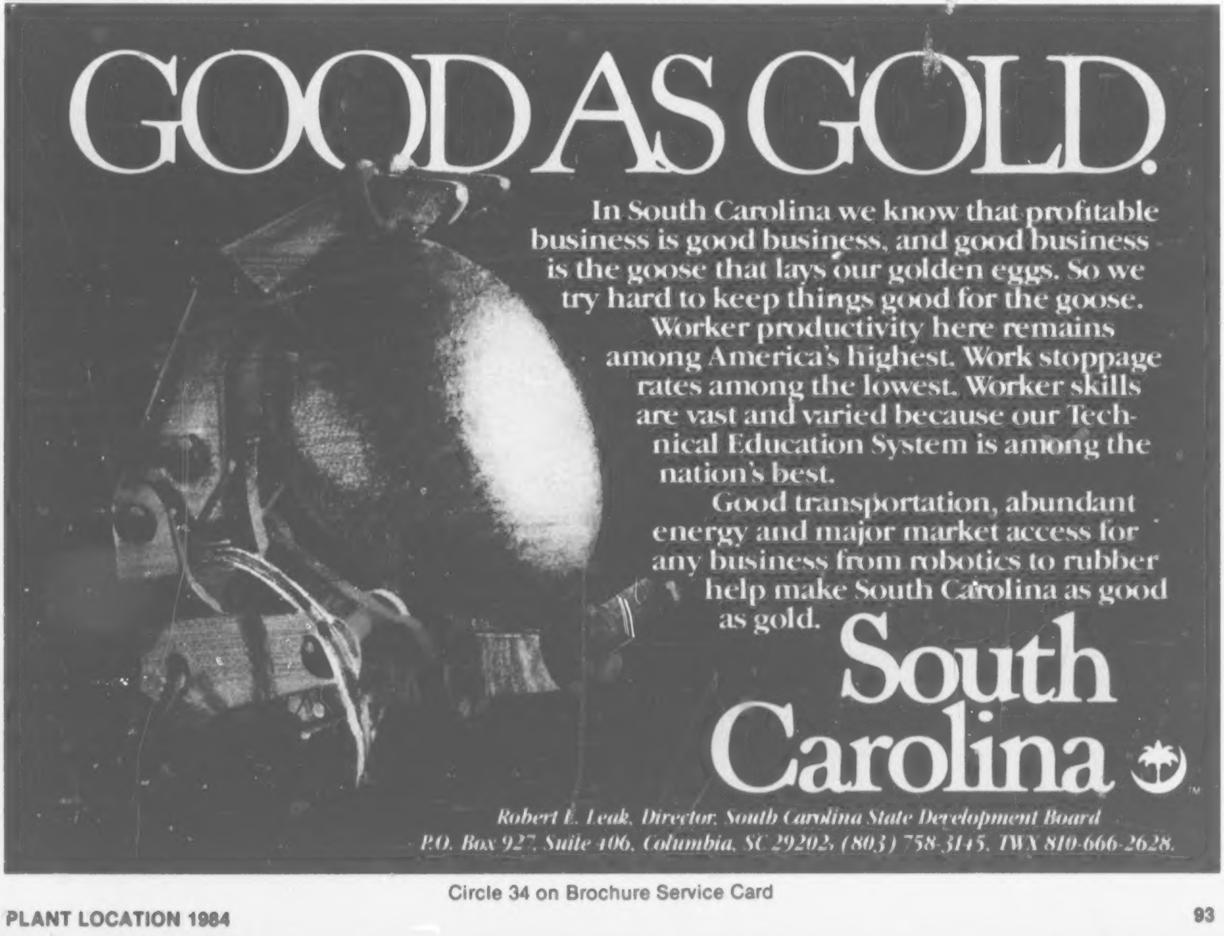
	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
SOUTH CAROLINA	1,435.1	122.8	8.6
Charleston—North Charleston	176.1	13.8	7.9
Columbia	193.8	11.7	6.0
Greenville—Spartanburg	277.1	21.5	7.7

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Greenville-Spartanburg 6/83
Office, professional & technical	
Clerks, payroll	5.78
Secretaries	6.59
Stenographers	(a)7.31
Switchbd opr-recept's	5.41
Drafters	8.33
Electronics tech'ns	10.26
Computer operators	6.51
Computer programmers (business)	10.45
Maintenance & powerplant (men)	
Carpenters	8.02
Electricians	8.51
Engineers, stationary	7.89
Machinists	8.36



GOOD AS GOLD.

In South Carolina we know that profitable business is good business, and good business is the goose that lays our golden eggs. So we try hard to keep things good for the goose.

Worker productivity here remains among America's highest. Work stoppage rates among the lowest. Worker skills are vast and varied because our Technical Education System is among the nation's best.

Good transportation, abundant energy and major market access for any business from robotics to rubber help make South Carolina as good as gold.

South Carolina ™

Robert E. Leak, Director, South Carolina State Development Board
P.O. Box 927, Suite 406, Columbia, SC 29202, (803) 758-3145, TWX 810-666-2628.

Circle 34 on Brochure Service Card

Mechanics (machinery)	8.78
Tool & die makers	9.63
Custodial & material movement (men)	
Guards & watchmen	4.96
Janitors, porters & cleaners	5.23
Laborers, mat'l handling	5.62
Shipping & receiving clerks	(c)5.58
Truckdrivers	6.60
Forklift operator	6.10

(a) Mfg. & non-mfg. combined
(c) Men & women

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,162.0	. . . .	. . . .
MANUFACTURING	362.2	38.2	6.68
DURABLE GOODS	111.0	35.7	6.79
Lumber and Wood Products—SIC 24	13.0	40.7	5.69
Furniture and Fixtures—SIC 25	4.6	36.2	5.39
Stone, Clay, and Glass Products—SIC 32	10.2	41.9	7.48
Primary Metal Industries—SIC 33	6.4	. . . .	. . . .
Fabricated Metal Products—SIC 34	13.4	39.1	6.41
Machinery, Except Electrical—SIC 35	28.4	37.2	7.34
Electric & Electronic Equipment—SIC 36	21.2	37.1	6.16
Transportation Equipment—SIC 37	4.8	. . . .	. . . .
Instruments and Related Products—SIC 38	5.2	38.1	6.10
Misc. Manufacturing Industries—SIC 39	3.7	. . . .	. . . .
NONDURABLE GOODS	251.2	37.9	6.54
Food and Kindred Products—SIC 20	14.6	37.4	5.88
Textile Mill Products—SIC 22	117.1	37.3	6.08
Apparel and Other Textile Products—SIC 23	44.9	35.8	4.67
Paper and Allied Products—SIC 26	14.1	41.6	9.76
Printing and Publishing—SIC 27	8.2	36.7	7.31
Chemicals and Allied Products—SIC 28	32.1	39.8	9.26
Rubber and Plastics Products—SIC 30	18.8	. . . .	. . . .

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Anderson 1, 6
Charleston 1, 2, 6 to 8, 10
Columbia 1, 2, 6 to 8, 10, 13
Florence 1, 5, 6, 12
Greenville 1 to 4, 6, 8 to 11, 14, 15
North Charleston (Charleston)
Rock Hill 2, 6
Spartanburg 1, 2 (Greenville)

Railroads

1. Seaboard Coast Line
2. Southern
3. Norfolk Southern

Airlines

4. Atlantic Southeast
5. Atlantis Airlines
6. Bankair
7. Delta
8. Eastern
9. New York Air
10. Piedmont
11. Sunbird Airlines
12. Trans Southern Airways
13. United
14. USAir
15. Wheeler Flying Service

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Anderson — 2e, 3g
Charleston — 1eg
Columbia — 1eg
Florence — 5e, 6g
Greenville — 2e, 3g
North Charleston — 1eg
Rock Hill — 4e
Spartanburg — 2e, 3g

1. SC Electric and Gas Co.
   328 Main St., Box 764, Columbia 29218
2. Duke Power Co.
   422 S. Church St., Charlotte, NC 28242
3. Piedmont Natural Gas Co.
   1915 Rexford Rd., P.O. Box 33068
   Charlotte, NC 28233
4. Rock Hill Elec. Dept.
   155 Johnson, Box 11706, Rock Hill 29730
5. Carolina Power and Light Co.
   411 Fayetteville St., Raleigh, NC 27602
6. Peoples Natural Gas Co. of SC
   1812 N. Irby St., Florence 29501

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,600	73,300
Clays (excl. fuller's earth)	1,518	28,087
Gem stones	NA	20
Manganiferous ore	W	W
Sand & gravel	5,060	23,400
Stone:		
Crushed	14,000	53,000
Dimension	14	904
Combined value of cement (masonry), clays (fuller's earth), copper, gold, mica (scrap), silver, vermiculite and values indicated by symbol W		22,527
Grand Total South Carolina 1982		**201,238**

* = thousand short tons
NA = not available
W = withheld to avoid disclosing company proprietary data

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anderson	43	79	2949	1628
Charleston	49	82	1868	2304
Columbia	45	81	2629	2033
Florence	44	80	2727	1815
Greenville	41	78	3239	1501
Spartanburg	41	78	3239	1501

Industrial Development Counselors

State Development Agency

Leak, Robert E., Dir.
South Carolina State Dev. Bd.
P.O. Box 927
Columbia, 29202
803/758-3145

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25

Utilities, Banks, Areas & Others

Charleston

Decker, James D., Dir.
Charleston Dev. Bd.
P.O. Drawer E, 29402
803/723-2531

Columbia

Cole, B. B., Jr., Exec. Dir.
Econ. Dev. Cmsn. of Gtr. Columbia, Richland, Lexington, & Fairfield Counties
1308 Laurel St.
P.O. Box 1360, 29202
803/779-5350

Eades, Mike, Ind. Dev. Spec.
South Carolina Elec. & Gas
Box 764, Dept. P4, 29218
803/799-5943

Greenville

Goforth, Bob C., Ind. Dev. Mgr.
J. E. Sirrine Co.
P.O. Box 5456, 29606
803/289-6785

Millet, William S., Econ. Dev. Mgr.
Gtr. Greenville Chamber of Comm.
P.O. Box 10048, 29603
803/242-1050

Moncks Corner

Burke, W. Andrew
V.P. Econ. Dev.
SC Public Svc. Auth.
1 Riverwood Dr., Box 398,29461
803/899-2121

Spartanburg

Calvert, Ruth W.
Mgr. Econ. Dev.
Area Chamber of Comm.
P.O. Box 1636, 29304
803/585-8722

When you contact industrial developers listed in
PLANT LOCATION
tell them where you saw their name

HIRE A TRAINED LABOR FORCE. FREE.

In the last decade, 1,245 companies have expanded into our South Carolina service area.

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SCE&G has a trained force of economic and industrial development specialists who'll go to work for you, without any charge at all.

For example, they'll show you pre-screened sites and buildings that fulfill your specs to the letter.

They'll assist in the establishment of favorable community relations in more than two dozen growth areas.

And they'll guide you to the right plant labor force at the right price.

If you'd like to work with people who know as much about microelectronics as they know about metalworking, call SCE&G's Mike Eades at 803/799-5943. And ask him to put our unique labor force to work for you. Free.

Circle 35 on Brochure Service Card

Mike Eades
Industrial Development Specialist
South Carolina Electric & Gas Dept. P43
Box 764
Columbia, SC 29218

Dear Mike Eades: Tell me more.

Name ____________________

Title ____________________

Company ____________________

Address ____________________

City ____________________

State __________ Zip __________

Telephone ____________________

SCE&G. YOUR FIRST STEP IN THE RIGHT DIRECTION.

VIRGINIA

State Information

Financial assistance to industry:

- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Access roads
- Pollution controls tax exempt at local option
- Sales tax exemptions
- Solar energy facilities tax exempt at local option
- Imports exempt from inventory tax as long as they retain their status as imports

Tax rates:

Corporate income tax	6%
Personal income tax	2%-5.75%
Personal property tax	varies locally
Sales tax	4%
Inventory tax	30¢/$100
Equipment and machinery tax	varies locally
Franchise and incorporation tax	varies
Gasoline tax	.11/gal.

Advanced education facilities:

Four-year colleges and universities	44
Two-year or junior colleges	26
Vocational and business schools	(approximately) 150

Medical facilities:

Hospitals	135

Labor analysis:

Public high school graduates	64,000
Non-agri. workers in unions	12.7%

Source: **Virginia Division of Industrial Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	Thousands	
VIRGINIA	5,346.3	5,541.7
Alexandria	103.2	105.6
Arlington	NA	149.0
Blacksburg	30.6	NA
Charlottesville	45.0	40.7
Chesapeake	114.2	121.8
Danville	45.6	45.0
Hampton	122.6	124.6
Lynchburg	66.7	67.1
Newport News	144.9	148.4
Norfolk	267.0	256.5
Petersburg	41.1	40.1
Portsmouth	104.6	102.6
Richmond	219.2	210.9
Roanoke	100.4	98.3
Suffolk	47.6	48.0
Virginia Beach	262.2	290.2

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	Thousands	
Charlottesville	113.6	119.6
Danville	111.8	112.8
Johnson City—Kingsport—Bristol, TN—VA	433.6	445.6
Lynchburg	153.3	145.2
*Norfolk—Virginia Beach—Newport News, VA—NC	1,171.1	1,195.9
*Richmond—Petersburg	761.3	784.3
Roanoke	224.5	223.9
Washington, DC—MD—VA	3,060.2	3,316.1

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
VIRGINIA	410.2	40.6	7.76
Bristol	8.4	39.0	6.58
Lynchburg	26.7	40.4	7.28
Newport News—Hampton	39.4	NA	NA
Norfolk—Virginia Beach — Portsmouth	26.0	42.3	8.12
Northern Virginia	24.9	40.8	8.62
Petersburg—Colonial Heights—Hopewell	7.7	41.0	9.72
Richmond	55.8	40.1	10.33
Roanoke	20.5	41.0	6.89

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
VIRGINIA	2,721.7	137.5	5.1
Lynchburg	76.2	3.9	5.2
Newport News—Hampton	178.2	7.7	4.3
Norfolk—Virginia Beach—Portsmouth	358.5	18.6	5.2
Petersburg—Colonial Heights—Hopewell	56.9	4.4	7.7

Two Opinions On Living In Richmond.

BIASED.

UNBIASED.

There are two ways to get an idea of what it's like to live in the Richmond Area. You can ask the people who live here, as an independent research firm recently did. They discovered that both new and long-time Richmond residents believe they have a lot to be thankful for.

Or you can get a second opinion—from a respected national publication like "USA TODAY." In the 6/14/83 issue, Robert H. McNulty, President of Partners for Livable Places, a non-profit organization financed by the National Endowment For The Arts, predicts Richmond is one of six areas likely to win 1984's "Most Livable City" award.

The Richmond Area. Now our reputation for being a great place to work is being matched by our reputation for being a great place to live.

Metropolitan Economic Development Council, Suite D, 201 E. Franklin St., Richmond, VA 23219 804-643-3227

The Richmond Area

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Circle 38 on Brochure Service Card

Richmond	348.1	14.3	4.1
Roanoke	117.8	6.2	5.2

*Preliminary figures

State Employment Security Agency

For additional labor market information: Virginia Employment Cmsn., P.O. Box 1358, Richmond, 23211, 804/786-3240

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	2,129.6	....	....
MANUFACTURING	397.7	38.4	7.36
DURABLE GOODS	178.9	39.0	7.41
Lumber and Wood Products—**SIC 24**	18.8	38.0	5.44
Furniture and Fixtures—**SIC 25**	23.6	35.1	4.90
Stone, Clay, and Glass Products—**SIC 32**	11.5	38.5	6.85
Primary Metal Industries—**SIC 33**	10.7	37.7	9.03
Fabricated Metal Products—**SIC 35**	18.4	40.5	8.54
Machinery, Except Electrical—**SIC 35**	15.5	38.9	7.78
Electric & Electronic Equipment—**SIC 36**	36.2	38.5	7.55
Transportation Equipment—**SIC 37**	38.4	....	....
Instruments and Related Products—**SIC 38**	3.3	37.6	5.45
Misc. Manufacturing Industries—**SIC 39**	2.5	35.7	6.15
NONDURABLE GOODS	218.8	37.9	7.31
Food and Kindred Products—**SIC 20**	40.0	38.3	6.69
Tobacco Manufacturers—**SIC 21**	18.3	37.3	11.11
Textile Mills Products—**SIC 22**	42.6	36.0	5.88
Apparel and Other Textile Products—**SIC 23**	31.5	35.6	4.62
Paper and Allied Products—**SIC 26**	14.5	41.7	9.09
Printing and Publishing—**SIC 27**	23.7	38.4	8.45
Chemicals and Allied Products—**SIC 28**	32.7	40.9	9.44
Leather and Leather Products—**SIC 31**	3.6	34.9	4.13

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Alexandria 3, 5, 6 (Wash., D.C.)
Blacksburg (Roanoke)
Charlottesville 1, 5, 7 to 10, 20, 21
Chesapeake 1, 2, 4, 5, 7, 8 (Norfolk)
Danville 5, 6, 17
Hampton 1 (Newport News)
Lynchburg 1, 2, 5, 7, 9, 20
Newport News 1, 8 to 10, 17, 21
Norfolk 1, 2, 4 to 9, 13 to 15, 18 to 21, 23 to 25
Petersburg 2, 4 (Richmond)
Portsmouth 1, 2, 4, 5, 7, 8 (Norfolk)
Richmond 1, 3, 4, 5, 7 to 12, 14, 16, 17, 20 to 23, 25
Roanoke 2, 6, 7, 9, 20
Suffolk 2, 4, 8 (Norfolk)
Virginia Beach (Norfolk)

Railroads

1. Chesapeake & Ohio
2. Norfolk & Western
3. Richmond, Fredericksburg & Potomac
4. Seaboard Coast Line
5. Southern
6. Norfolk Southern
7. Eastern Shore
8. Norfolk, Franklin & Danville

Airlines

9. Air Virginia
10. Allegheny Commuter
11. Americair
12. Christman Air System
13. Delta
14. Eastern
15. Freedom Airlines
16. Holiday Airlines
17. Mid-South
18. Ozark
19. People Express
20. Piedmont
21. Piedmont Regional

Norfolk, Virginia

Our Development Plan is Fast Becoming Reality.

A festival marketplace
by master city planner James W. Rouse is on the waterfront.
Our World Trade Center is complete.
World headquarters for The Cousteau Society has been established here.
And Norfolk is now home for the Norfolk Southern Corporation,
the nation's fourth largest rail system.
Rehabilitation and new construction
are under way from bayfront to downtown waterfront.

How About Your Plans?

There is room to grow in the new Norfolk Commerce Park.
The Port of Hampton Roads
and Norfolk International Airport are stronger than ever.
Opportunities and new programs
for new and existing businesses are here now.
Be a part of the growth of the financial and cultural hub of
the 34th largest Metropolitan Statistical Area in the United States.

City of Norfolk
Department of Development
407 City Hall Bldg. • Norfolk, Virginia 23501 • (804) 441-2941
Contact Fred Agostino, Director

Circle 37 on Brochure Service Card

22. Sunbird Airlines
23. United
24. USAir
25. Wheeler Flying Service

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Alexandria — 1e, 2g
Blacksburg — 5e, 13g
Charlottesville — 1e, 3g
Chesapeake — 1e, 7g, 8g, 14g
Danville — 4eg
Hampton — 1e
Lynchburg — 5e, 6g
Newport News — 1eg
Norfolk — 1e, 14g
Petersburg — 1e, 7g
Portsmouth — 1e, 7g, 8g
Richmond — 1e, 9g
Roanoke — 5e, 10g
Suffolk — 1e, 7g, 8g, 12g
Virginia Beach — 1e, 14g

1. Virginia Elec. and Power Co.
   1 James River Pl., P.O. Box 26666
   Richmond 23261
2. Washington Gas Light Co.
   1100 H St. N.W., Washington, D.C. 20080
3. Charlottesville Gas Div., 305 4th St., N.W., Charlottesville 22902
4. Danville Water, Gas and Elec. Dept.
   Municipal Bldg., Danville 24541
5. Appalachian Power Co.
   40 Franklin Rd. S.W., Box 2021
   Roanoke 24011
6. Lynchburg Gas Co.
   600 Main St., Lynchurg 24504
7. Commonwealth Gas Services Inc.
   200 S. 3rd St., Richmond 23219
8. Portsmouth Gas Co.
   800 Loudoun Ave., Portsmouth 23707
9. Richmond Dept. of Pub. Utilities
   600 E. Broad St., Richmond 23219
10. Roanoke Gas Co.
    519 Kimball Ave. N.E., Roanoke 24016
12. Suffolk Gas Corp.
    130 Commerce St., Suffolk 23434
13. Tennessee-Virginia Energy Corp.
    108 W. 10th Ave., P.O. Box 60
    Johnson City, TN 37601
14. Virginia Natural Gas
    5100 E. Virginia Beach Blvd., Norfolk 23502

Environment Controls

Air Pollution

W. R. Meyer, Exec. Dir., Air Pollution Control Bd., Rm. 1106, Ninth St. Off. Bldg., Richmond, 23219, 804/786-2378

Water Pollution

Richard N. Burton, Exec. Sec'y, State Water Control Bd., P.O. Box 11143, Richmond, 23230, 804/257-6384

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Norfolk-Virginia Beach-Portsmouth Va.-N.C. 5/83	Richmond 6/83	Washington, D.C.-Md-Va 3/83
Office, professional & technical			
Clerks, payroll	7.02*	7.36	7.91*
Secretaries	7.56	8.62	8.70
Stenographers	7.33*	7.23*	10.25(a)
Switchbd opr-recept's	5.47	5.54	6.28
Drafters V	9.48(d)	8.33(d)	11.88(a)
Electronics technicians	NA	12.58	8.71
Computer operator	7.85*	8.38	8.06
Computer programmer (business)	9.24*	10.23	12.00
Maintenance & powerplant (men)			
Carpenters	NA	11.94(a)	9.94*
Electricians	10.93	13.59	NA
Engineers, stationary	NA	12.67(a)	13.15*
Machinists	9.61	13.11	NA
Mechanics (machinery)	8.07	14.15	NA
Custodial & material movement (men)			
Guards & watchmen	5.45	9.06	6.55
Janitors, porters & cleaners	6.25	8.25	6.81
Laborers, mat'l handling	5.33	8.09	6.74*
Ship & receive clerks	NA	7.96	7.67*
Truckdrivers	6.54	8.34	9.37
Forklift operators	6.81	9.49	9.04

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(d) Drafters, no class distinction

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	384	1,976
Gem stones	NA	20
Lime	675	31,721
Sand & gravel (excl. industrial)	6,700	31,600
Stone:		
Crushed	36,660	151,700
Dimension	4	1,130
Combined value of aplite, cement, gypsum, kyanite, iron oxide pigments (crude), silver, sand and gravel (industrial), vermiculite, and talc (soap stone)		53,830
Grand Total Virginia 1982		**271,977**

* = thousand short tons except as noted
NA = not available

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Charlottesville	35	77	4189	1220
Danville	38	78	3856	1384
Lynchburg	35	76	4323	1074
Norfolk	40	78	3446	1458
Richmond	37	78	3960	1336
Roanoke	36	76	4315	1085

Industrial Development Counselors

State Development Agency

Eubanks, P. Scott, Dir.
Virginia Div. of Ind. Dev.
1000 Washington Bldg.
Richmond, 23219
804/786-3791

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Arlington

Muncy, Dr. Dorothy A., C.I.D.
Ind. Dev. Plng. Consult.
1850 Columbia Pike, 22204
703/920-2100

Danville

Pendleton, Charles L., Exec. V.P.
Danville Area Chamber of Comm.
635 Main St.
P.O. Box 1538, 24543
804/793-5422

Newport News

Edwards, David A., Exec. Dir.
VA Peninsula Econ. Dev. Council
Box 6000, 23606
804/872-8000

Norfolk

Agostino, Frederick T., Dir. Dev. Dept.
Norfolk City Gov't
407 City Hall Bldg., 23501
804/441-2941

As scores of foreign and domestic companies have discovered, there's no place quite like Hampton Roads, Virginia. For easy cost saving shipping to the heart of America. And to the markets of Europe.

For fast delivery. Shipments from overseas can be processed and moved to your site. Same day.

Because here, one of the world's greatest natural harbors feeds one of its most extensive rail networks. Highways and air traffic operate in an exceptional year-round moderate climate for easy everyday travel.

And of course, Virginia's climate for business couldn't be healthier.

Write or call Bob Schmidt at 1106 Maritime Tower. Norfolk, Virginia, 23510. (804) 627-2315. And he'll help you find a site within the six cities and three counties of Hampton Roads that are among the easiest places to reach on earth.

And have a lifestyle that'll convince you to stay.

THE GREATER HAMPTON ROADS ORGANIZATION

The Climate Is Right.

Norfolk/Portsmouth/Virginia Beach/Chesapeake/Suffolk/Franklin/Isle of Wight County/Southampton County/Surry County/TWX: 710-881-1265

Circle 36 on Brochure Service Card

Get your company's future on line in Virginia Beach.

Beverly Enterprises did.
The nation's largest provider of nursing home care put its high-technology Information Services Division in Virginia Beach to provide centralized data processing for more than 640 health care facilities. Computer networking already connects the division with far-distant budgeting and purchasing operations. Future plans call for instantaneous data transfer capabilities between Virginia Beach and all company facilities nationwide.

Pro-business connections are in place.
Tax-free industrial revenue bonds can help with startup costs. Beverly Enterprises is using them to construct a new 75,000-square-foot divisional headquarters. Virginia Beach also has ready-to-occupy office and warehouse space plus prime building sites in a 1,000-acre industrial park.

Plug in the talent component.
Beverly Enterprises finds ample skills in the labor market, from systems analysts and programmers to clerical workers. Local universities annually turn out a new corps of management information systems graduates. Several nearby military installations provide another source of personnel with specialized electronics training.

A lifestyle with natural ties to pleasure.
Technological problem-solving creates a need for healthy play after hard work. In Virginia Beach, that can mean a twilight sail on Chesapeake Bay. A set of tennis. A round of golf. A stroll on the beach or a reflective hour of fishing. The climate's right for outdoor pleasure in every season.

Get technical with us.
Ask for the details you need to evaluate Virginia Beach as a future business site. We could be your vital link to a profitable future. Write A. James De Bellis, Department of Economic Development, 103 Municipal Center, Virginia Beach, VA 23456. Or call 804/427-4541 for more immediate answers.

VIRGINIA BEACH

More for business than ever before.

Circle 39 on Brochure Service Card

Schmidt, Robert H., C.I.D., Pres.-Mgr.
The Greater Hampton Roads Org.
1106 Maritime Tower, 23510
804/627-2315

Richmond

Alspaugh, J. Frank, C.I.D., V.P. & Dir. Econ. Dev.
First & Merchants National Bank
12th & Main, Box 27025, 23261
804/788-3320

McComas, James A., Jr., C.I.D.
Dir. Econ. Dev.
City of Richmond
900 E. Broad St., 23219
804/780-8419

Wood, Christopher, Asst. Dir.
Metropolitan Econ. Dev. Council
201 E. Franklin, 23219
804/643-3227

Suffolk

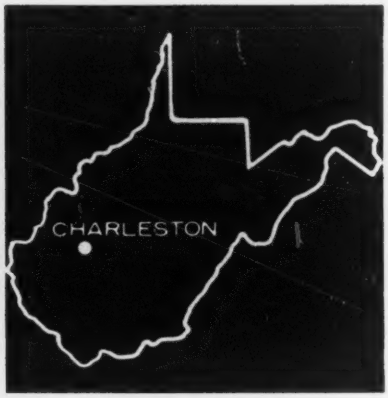
Waller, Thomas N., C.I.D., Exec. Dir.
Ind. Dev. Auth.
P.O. Box 1612, 23434
804/934-2303

Vienna

Young, April L., Exec. Dir.
Fairfax Cty. Econ. Dev. Auth.
8330 Old Courthouse Rd.
Suite 800, 22180
703/790-0600

Virginia Beach

DeBellis, A. James, Econ. Dev. Dir.
City of Virginia Beach
Municipal Center, Rm. 251, 23456
804/427-4541



WEST VIRGINIA

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Economic Development Authority — low interest industrial loans & financial assistance

Tax rates:

Corporate income tax	6% on taxable income of $50,000 or less; 7% on adjusted net taxable income above $50,000
Personal income tax	2.1-13.0%
Personal property tax	varies locally
Sales tax	5% (No tax on food for human consumption)
Inventory tax	varies locally
Equipment and machinery tax included in property tax	
Franchise registration fee	$15/year
Incorporation tax	graduated
Gasoline tax	10.5¢/gal. + 5% sales tax

Advanced education facilities: Board of Regents

Four-year colleges and universities	19
Two-year or junior colleges	5
Vocational and business schools	31

County vocational centers:
7 Multi county vocational centers
31 High schools with vocational units (at least five or more)
20 Specialized facilities (handicapped & disadvantaged)

Medical facilities:

Hospitals and clinics	71
Specialty hospitals	15

Labor analysis (1982-83):

Public high school graduates	23,561
Parochial high school graduates	735

Source: **West Virginia Governor's Office of Economic and Community Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
WEST VIRGINIA	1,949.6	1,987.5
Charleston	64.0	61.9
Huntington	63.7	61.6
Morgantown	27.6	NA
Parkersburg	40.0	40.0
Wheeling	43.1	41.7

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Charleston	269.6	270.3
Cumberland, MD—WV	107.8	106.7
Huntington—Ashland, WV—KY—OH	311.4	341.7
Parkersburg—Marietta, WV—OH	162.8	160.8
Steubenville—Weirton, OH—WV	163.1	161.2
Wheeling, WV—OH	185.6	185.1

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
WEST VIRGINIA	92.8	39.7	9.94
Charleston	13.8	43.0	11.31
Huntington—Ashland	19.3	39.0	10.95
Parkersburg—Marietta	15.1	41.2	10.79
Wheeling	8.4	39.1	11.70

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
WEST VIRGINIA	751.4	113.8	15.1
Charleston	117.6	13.3	11.3
Huntington—Ashland	120.8	19.9	16.5
Parkersburg—Marietta	73.5	9.5	13.0
Wheeling	80.3	12.4	15.5

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, California & Washington Sts., Charleston, 25305, 304/348-2630

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	608.6	. . . .	. . . .
MANUFACTURING	98.9	38.8	9.40
DURABLE GOODS	54.1	38.5	9.82
Stone, Clay, and Glass Products—**SIC 32**	11.4	38.5	8.32
Primary Metal Industries—**SIC 33**	16.5	37.7	14.05
Fabricated Metal Products—**SIC 34**	6.8	39.1	8.44
Machinery, Except Electrical—**SIC 35**	6.8	39.2	8.96
Electric & Electronic Equipment—**SIC 36**	3.6	41.1	9.36
Transportation Equipment—**SIC 37**	2.0	39.1	10.34
NONDURABLE GOODS	44.8	39.1	8.78
Food & Kindred Products—**SIC 20**	5.4	41.2	6.42
Apparel and Other Textile Products—**SIC 23**	4.4	33.5	5.39
Printing and Publishing—**SIC 27**	4.4	35.9	7.56
Chemicals and Allied Products—**SIC 28**	23.1	42.2	11.58
Rubber and Plastics Products, NEC—**SIC 30**	2.3	37.4	5.56

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Charleston 1, 2, 4, 5, 7 to 12
Huntington 1, 4, 8 to 12
Morgantown 1, 5, 12
Parkersburg 4, 6, 12
Wheeling 2, 3, 4 (Pittsburgh, PA)

Railroads

1. Chesapeake & Ohio
2. Conrail
3. Norfolk & Western

Airlines

4. Baltimore & Ohio
5. Monongahela
6. Allegheny Commuter
7. Christman Air System
8. Comair
9. Piedmont
10. Trans Midwest Airlines
11. USAir
12. Wright/Aeromech Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Charleston — 1e, 2g
Huntington — 1e, 2g, 5g
Morgantown — 3e, 4g
Parkersburg — 3e, 4g
Wheeling — 6e, 2g

1. Appalachian Power Co.
   40 Franklin Road, Roanoke, VA 24022
2. Columbia Gas of West Virginia
   99 N. Front St., Columbus, OH 43215
3. Monongahela Power Co.
   1310 Fairmont Ave., Fairmont 26554
4. Consolidated Gas Supply Corp.
   445 W. Main St., Clarksburg 26301
5. Inland Gas Co.
   340 17th St., Ashland, KY 41101
6. Wheeling Elec. Co.
   51-16th St., Wheeling 26003

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fire clay)	214	523
Salt	963	W
Sand & gravel (excl. industrial)	2,200	9,600
Stone (crushed)	6,100	23,000
Combined value of cement, clays (fire clay), lime, sand and gravel (industrial), and values indicated by the symbol W		49,124
Grand Total West Virginia 1982		82,247

* = thousand short tons except as noted
W = withheld to avoid disclosing company proprietary data

Environment Controls

Air Pollution

Air Pollution Control Cmsn., 1558 Washington St. E., Charleston, 25311, 304/348-2275

Water Pollution

Dept. of Natural Resources, Water Resources Div., 1201 Greenbrier St., Charleston, 25311, 304/348-2107

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Charleston	33	75	4697	1007
Fairmont	30	73	5354	761
Huntington	33	75	4676	1121
Morgantown	30	73	5360	768
Parkersburg	31	75	4957	1011
Wheeling	29	70	5450	840

Industrial Development Counselors

State Development Agency

Skaff, Douglas J., Econ. Dev. Dir.
Governor's Off. of Econ. & Comm. Dev.
Bldg. 6, Rm. B517
State Capitol Complex
Charleston, 25305
304/348-2234

Railroad, Motor & Water Carriers

industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Charleston
Fulknier, Clayton W., II, C.I.D.
Econ. Dev. Dir.
Regional Chamber of Comm. & Dev.
818 Virginia St. E., 25301
304/345-0770

Clarksburg
Lilly, Burkey, Area Dev. Mgr.
Hope Natural Gas Co.
445 W. Main St., 26301
304/623-8611

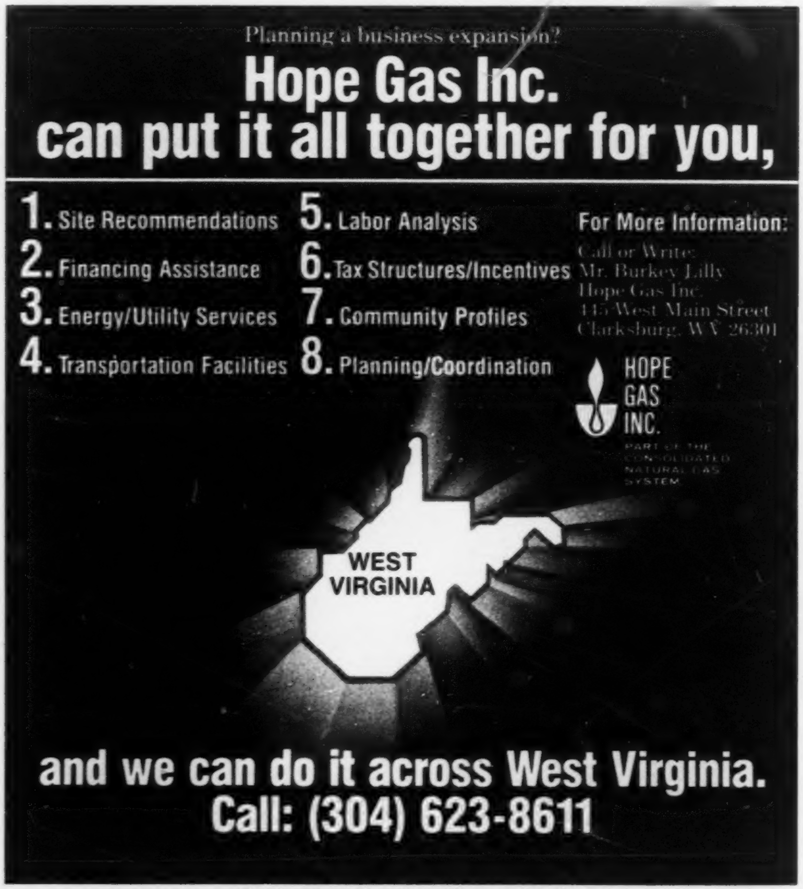
Martinsburg
Reinke, Donald G., Dir.
Berkely Cty. Dev. Auth.
P.O. Box 2086, 110 Burke St., 25401
304/267-4144

Parkersburg
Blankmann, Elmer W., Exec. Dir.
Wood Cty. Dev. Auth.
720 Juliana St., 26101
304/422-5650

Princeton
Jacobs, Michael B., Exec. Dir.
Reg. I Plng. & Dev. Council
P.O. Box 1442, 24740
304/425-9508

Winfield
Williams, Stephen T.. Exec. Dir.
Putnam Cty. Dev. Auth.
P.O. Box 60, 25213
304/755-1083

When you contact industrial developers listed in **PLANT LOCATION** *tell them where you saw their name*


Planning a business expansion?
Hope Gas Inc.
can put it all together for you,

1. Site Recommendations
2. Financing Assistance
3. Energy/Utility Services
4. Transportation Facilities
5. Labor Analysis
6. Tax Structures/Incentives
7. Community Profiles
8. Planning/Coordination

For More Information:
Call or Write:
Mr. Burkey Lilly
Hope Gas Inc.
445 West Main Street
Clarksburg, WV 26301

HOPE GAS INC.
PART OF THE CONSOLIDATED NATURAL GAS SYSTEM

and we can do it across West Virginia.
Call: (304) 623-8611

Circle 40 on Brochure Service Card

Plant Location

EAST NORTH CENTRAL

- ILLINOIS
- MICHIGAN
- OHIO
- WISCONSIN
- INDIANA

ILLINOIS

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Site location assistance

Tax rates:

Corporate income tax	4.8%
Personal income tax	3.0%
Personal property tax	None
Sales tax	5% state; 1-2% local
Local inventory tax	none
Equipment and machinery tax	81.25% of purchase price is exempt; balance taxable at rate that applied in locality which has jurisdiction
Franchise tax	⅒ of 1%
Gasoline tax	11.0/gal.

Advanced education facilities:

Four-year colleges and universities	179
Two-year or junior colleges	51
Vocational and business schools	232 +

Medical facilities:

Hospitals	240
Clinics	NA

Labor analysis:

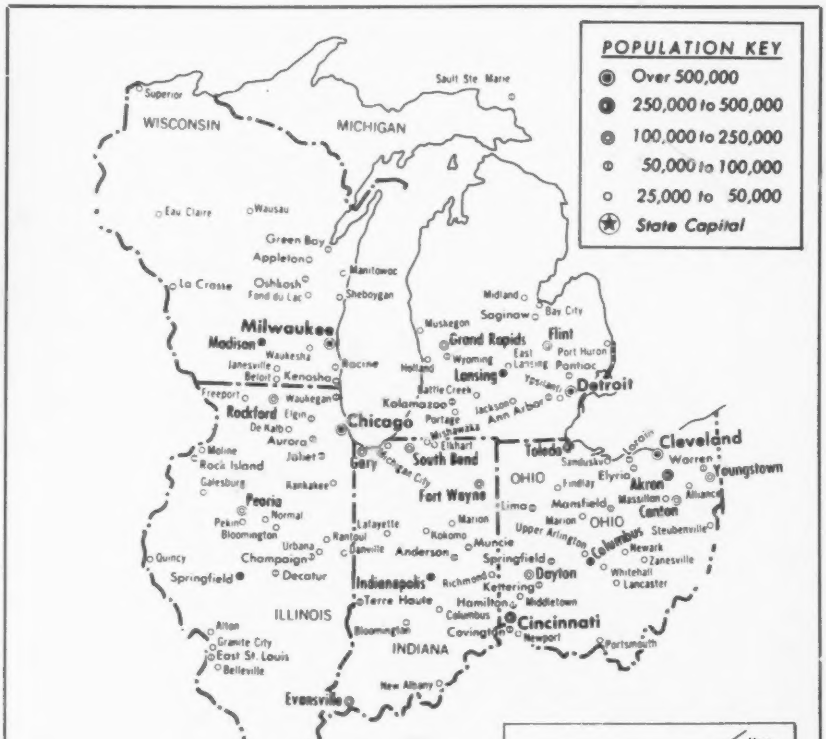
High school graduates	136,000 +
Non-agri. workers in unions	30.6%

Source: **Illinois Department of Commerce & Community Affairs**

Environment Controls

Air Pollution

Environ. Protection Agency, 2200 Churchill Rd., Springfield, 62701, 217/782-3397



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ILLINOIS

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
ILLINOIS	11,418.5	11,489.5
Addison	28.8	NA
Alton	34.2	34.0
Arlington Heights	66.1	66.7
Aurora	81.3	83.4
Belleville	42.2	41.6
Berwyn	46.8	45.6
Bloomington	44.2	44.7
Bolingbrook	37.3	NA
Burbank	28.5	NA
Calumet City	39.7	NA
Carbondale	27.2	NA
Champaign	58.1	58.2
Chicago	3,005.1	2,937.4
Chicago Heights	37.0	36.2
Cicero	61.2	59.9
Danville	39.0	NA
Decatur	94.1	94.7
De Kalb	33.1	NA
Des Plaines	53.6	54.6
Downers Grove	39.3	45.9
East St. Louis	55.2	52.0
Elgin	63.8	66.1
Elk Grove Village	28.9	NA
Elmhurst	44.3	43.3
Evanston	73.7	72.3
Freeport	26.4	NA
Galesburg	35.3	NA
Glenview	30.8	NA
Granite City	36.8	35.9
Hanover Park	28.9	NA
Harvey	35.8	NA
Highland Park	30.6	NA
Hoffman Estates	38.3	NA
Joliet	78.0	78.6
Kankakee	30.1	30.3
Lansing	29.0	NA
Lombard	37.3	NA
Maywood	28.0	NA
Moline	45.7	45.8
Mount Prospect	52.6	52.3
Naperville	42.3	45.7
Niles	30.4	NA
Normal	35.7	38.1
Northbrook	30.7	NA
North Chicago	38.8	37.6
Oak Forest	26.1	NA
Oak Lawn	60.6	60.8
Oak Park	54.9	53.1
Palatine	32.2	NA
Park Forest	26.2	NA
Park Ridge	38.7	NA
Pekin	34.0	34.8
Peoria	124.2	124.4
Quincy	42.4	42.4
Rock Island	47.0	47.5
Rockford	139.7	138.5
Schaumburg	52.3	52.9
Skokie	60.3	58.4
Springfield	99.6	101.9
Tinley Park	26.2	NA
Urbana	36.0	36.4
Waukegan	67.7	69.0
Wheaton	43.0	46.4
Wilmette	28.2	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Alton—Granite City	NA	266.7
Aurora—Elgin	NA	326.9
Bloomington—Normal	119.1	123.0
Champaign—Urbana—Rantoul	168.4	168.2
Chicago	7,102.3	6,029.1
Davenport—Rock Island—Moline, IA—IL	384.0	390.5
Decatur	131.4	132.4
East St. Louis-- Belleville	NA	295.8
Joliet	NA	377.1
Kankakee	102.9	104.9
Lake County	NA	457.9
Peoria	365.9	372.1
Rockford	279.5	280.5
St. Louis, MO—IL	2,355.3	1,809.6
Springfield	187.8	192.5

NA = not available

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
ILLINOIS	989.3	41.4	9.87
Bloomington—Normal	5.6	40.6	8.99
Champaign—Urbana—Rantoul	6.9	37.5	9.25
Chicago—Gary	733.9	NA	NA
Chicago SMSA	663.6	41.0	9.65
Davenport—Rock Island—Moline	38.7	40.6	12.56
Decatur	18.1	41.4	12.55
Kankakee	6.3	39.3	8.59
Peoria	35.1	38.9	12.11
Rockford	42.6	41.9	9.73
Springfield	5.4	40.6	11.05

*Preliminary figures
NA = not available

Unemployment

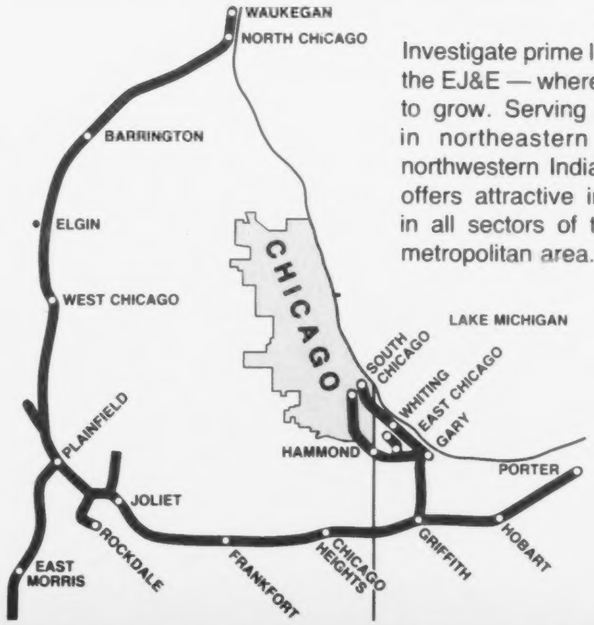
Major Market Areas—9/83*

	Workorce Thousands	Unemployed Thousands	Unemployment Per Cent
ILLINOIS	5,539.2	544.2	9.8
Bloomington—Normal	63.5	4.0	6.3
Champaign—Urbana—Rantoul	36.8	4.6	5.3
Chicago	3,444.9	314.2	9.1
Davenport—Rock Island—Moline	187.6	22.7	12.1
Decatur	62.9	7.6	12.0
Kankakee	40.2	5.8	14.3
Peoria	170.2	24.4	14.3
Rockford	133.7	15.2	11.4
Springfield	101.1	6.9	6.8

*Preliminary figures

CHICAGOLAND INDUSTRIAL SITES

Investigate prime locations along the EJ&E — where there is room to grow. Serving nine counties in northeastern Illinois and northwestern Indiana, the EJ&E offers attractive industrial sites in all sectors of the expanding metropolitan area.



Send
for
Brochure.

EJ&E RAILWAY

For confidential site selection service, contact:

INDUSTRIAL DEVELOPMENT DEPARTMENT
ELGIN, JOLIET and EASTERN RAILWAY
1141 Maple Road, P.O. Box 880, Joliet, IL 60434
Phone 815-740-6641 • Chicago Phone 312-242-5040

DIRECT CONNECTIONS WITH ALL RAILROADS ENTERING CHICAGO

Circle 44 on Brochure Service Card

Where on earth can you still find a great place to do business?

Consider the state chosen by a leading U.S. automobile parts manufacturer and a major Japanese company as the site for their new joint venture.

The state where one of the nation's largest electronic companies just built its national R & D facility.

The state where a rapidly growing robotics company just opened its new headquarters facility.

Consider Illinois.

Once celebrated as "Hog Butcher and Tool Maker," Illinois today is a prime location for headquarters, manufacturing, and R & D facilities of companies of all sizes from all sectors of the economy.

In fact, Illinois was among the top four states in the U.S. in attracting major new manufacturing facilities in both 1982 and 1983.

What do so many companies see in Illinois?

A combination of essential resources that is simply unsurpassed anywhere in the U.S., including:

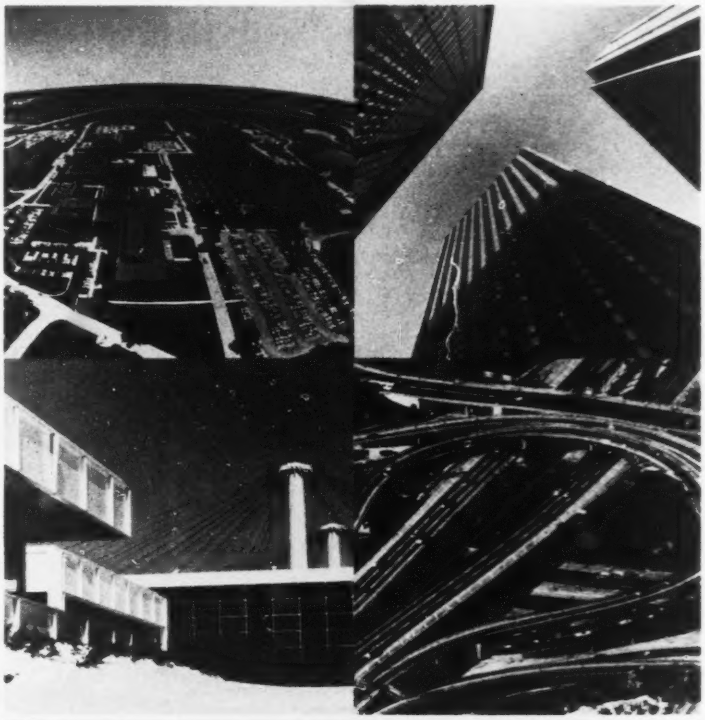
Location: As we enter the era of satellite communications, Illinois' central location in the heart of the nation makes it an ideal place for major facilities of companies with nationwide operations.

Transportation: Because of its central location, Illinois offers excellent domestic and international transportation. The state has excellent intra-state transportation, including 5 interstate highways, and is an ideal location for distribution facilities.

Access to suppliers and markets: Illinois is in the center of a major manufacturing region and one of the nation's largest consumer markets.

Energy: With extensive nuclear power development, abundant natural gas reserves, and the largest coal reserves in the U.S., Illinois can assure you dependable economical energy for as little as $.04/kwh.

Quality of life: Illinois is in the middle of a region offering many uncrowded year-round recreational opportunities. The costs of living and of housing remain far more reasonable than in many other places in the U.S.



All the information you need. Including the inside story, from people in your business in Illinois.

We've got a wealth of information we'd like to share with you, including a brochure, and a questionnaire you can use to obtain basic information on several possible sites computer selected to meet your needs.

There's also invaluable information available to you, on a confidential one-to-one basis, from senior executives of companies in major industries and related fields such as finance, who have made themselves available on a volunteer basis to provide critical information to executives of companies considering locating here.

Governor Jim Thompson invites you to take a close look at Illinois. If you'd like to be put in touch with an executive of a firm in a business like yours in Illinois, please call Michael T. Woelffer at (217) 785-1032. Or write him at the Illinois Department of Commerce and Community Affairs, 620 East Adams, Springfield, IL 62701.

He'll see that you get all the information you need, about one of the finest places on earth to do business.

Discover The Magnificent Miles of Illinois

Circle 45 on Brochure Service Card

ILLINOIS

State Employment Security Agency

For additional labor market information: Bureau of Employment Security, Illinois Dept. of Labor, 910 S. Michigan Ave., Chicago, 60605, 312/793-5700

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	4,590.5	. . . .	. . . .
MANUFACTURING	1,019.5	39.2	9.31
DURABLE GOODS	651.5	39.2	9.52
Lumber and Wood Products—**SIC 24**	10.7	39.1	6.47
Furniture and Fixtures—**SIC 25**	17.1	38.5	7.28
Stone, Clay, and Glass Products—**SIC 32**	26.7	39.5	9.67
Primary Metal Industries—**SIC 33**	69.9	38.7	11.77
Fabricated Metal Products—**SIC 34**	111.7	39.2	9.28
Machinery, Except Electrical—**SIC 35**	178.0	39.3	10.72
Electric & Electronic Equipment—**SIC 36**	136.7	39.1	8.14
Transportation Equipment—**SIC 37**	38.1	41.7	10.16
Instruments and Related Products—**SIC 38**	33.7	37.7	8.05
Misc. Manufacturing Industries—**SIC 39**	28.9	38.7	7.07
NONDURABLE GOODS	368.0	39.2	8.95
Food and Kindred Products—**SIC 20**	101.7	40.1	9.15
Textile Mill Products—**SIC 22**	2.4	37.4	6.17
Apparel and Other Textile Products—**SIC 23**	18.2	35.2	5.62
Paper and Allied Products—**SIC 26**	33.5	40.6	7.77
Printing and Publishing—**SIC 27**	95.5	37.2	10.02
Chemicals and Allied Products—**SIC 28**	58.6	41.7	9.56
Petroleum and Coal Products—**SIC 29**	9.4	42.9	12.57
Rubber and Plastics Products, NEC—**SIC 30**	42.6	38.8	8.11
Leather and Leather Products—**SIC 31**	5.7	35.2	5.83

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (C) = Chicago.

Addison 10 (C)
Alton 1, 10, 12 (St. Louis, MO)
Arlington Heights 7 (C)
Aurora 1 (C)
Belleville 8, 10, 11 (St. Louis, MO)
Berwyn 1, 10 (C)
Bloomington 6, 10, 12, 36
Bolingbrook (C)
Burbank (C)
Calumet City 10 (C)
Carbondale 10, 29
Champaign 6, 10, 12, 29, 36, 53, 56
Chicago 1, 2, 3, 6, 7, 10 to 14, 16 to 67
Chicago Heights 6, 9, 11, 16, 17 (C)
Cicero 1, 2, 3, 24 (C)
Danville 6, 11, 12, 16, 17, 36
Decatur 2, 10, 12, 18, 25, 36
DeKalb 7 (Rockford)
Des Plaines 7, 19 (C)
Downer's Grove 1 (C)
East St. Louis 1, 2, 4 to 8, 10 to 12, 16, 18, 25 (St. Louis, MO)
Elgin 7, 17 (C)
Elk Grove Village 7, 17 (C)
Elmhurst 7, 10 (C)
Evanston 7 (C)
Freeport 10 (Rockford)
Galesburg 1, 13, 18, 36
Glenview 7, 17 (C)
Granite City 2, 4, 6, 7, 10 to 12, 16 (St. Louis, MO)
Hanover Park 17 (C)
Harvey 10, 14, 20 (C)
Highland Park 7 (C)
Joliet 2, 7, 9, 10, 13 (C)
Kankakee 10 (C)
Lansing 6 (C)
Lombard 7, 10 (C)
Maywood 7 (C)
Moline 1, 17, 33, 36, 51, 53, 63, 68
Mount Prospect (C)
Naperville 1 (C)
Niles 17 (C)
Normal 10, 12 (Bloomington)
Northbrook 17 (C)
North Chicago 7, 9 (C)
Oak Forest 7 (C)
Oak Lawn 12 (C)
Oak Park 7 (C)
Palatine 7 (C)
Park Forest 9 (C)
Park Ridge 7 (C)
Pekin 6, 10 (Peoria)
Peoria 1, 6, 7, 10, 12, 13, 36, 38, 51, 53, 62
Quincy 1, 12, 29, 36
Rock Island 1, 17 (Moline)
Rockford 1, 7, 10, 17, 51
Schaumburg 17 (C)
Skokie 7, 17 (C)
Springfield 2, 10, 12, 29, 36, 53
Tinley Park 7 (C)
Urbana 6, 10, 12 (Champaign)
Waukegan 7, 9 (C)
Wheaton 7 (C)
Wilmette 7 (C)

Railroads

1. Burlington Northern
2. Baltimore & Ohio
3. Belt Railway Co. of Chicago
4. Terminal RR of St. Louis
5. Missouri-Kansas-Texas
6. Conrail
7. Chicago & North Western
8. Southern
9. Elgin, Joliet & Eastern
10. Illinois Central Gulf
11. Seaboard
12. Norfolk & Western
13. Atchison, Topeka & Santa Fe
14. Chesapeake & Ohio
15. Toledo, Peoria & Western
16. Missouri Pacific Lines
17. Milwaukee Road
18. Norfolk Southern
19. Soo Line
20. Chicago, South Shore & South Bend
21. Chicago Union Station
22. Chicago & Western Indiana
23. Indiana Harbor Belt
24. Manufacturers' Junction
25. Manufacturers' Railway

Airlines

26. Air Canada
27. Air Florida
28. Air France
29. Air Illinois
30. Air Wisconsin
31. Alitalia
32. American
33. American Central
34. American Int'l
35. British Airways
36. Britt Airways
37. Capitol Air
38. Continental
39. Delta
40. Direct Air
41. Eastern
42. Freedom Airlines
43. Icelandair
44. Japan Air Lines
45. Jet American Airlines
46. KLM
47. Lufthansa
48. Mexicana
49. Midstate Airlines
50. Midway Airlines
51. Mississippi Valley
52. Northwest
53. Ozark
54. Pan American
55. Phillips Airlines
56. Piedmont
57. Republic
58. Sabena
59. SAS
60. Simmons Airlines
61. Swissair
62. TWA
63. United
64. USAir
65. Western Airlines
66. Yugoslav Airlines
67. Zenith Int'l Airlines
68. Air Midwest

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Addison — 1e, 2g
Alton — 3g
Arlington Heights — 1e, 2g
Aurora — 1e, 2g
Belleville — 3g
Berwyn — 1e, 2g
Bloomington — 3e, 2g
Bolingbrook — 1e, 2g
Burbank — 1e, 2g
Calumet City — 1e, 2g
Carbondale — 7eg
Champaign — 3eg
Chicago — 1e, 4g
Chicago Heights — 1e, 2g
Cicero — 1e, 2g
Danville — 3eg
Decatur — 3eg
DeKalb — 1e, 2g
Des Plaines — 1e, 2g
Downers Grove — 1e, 2g

East St. Louis — 3g
Elgin — 1e, 2g
Elk Grove Village — 1e, 2g
Elmhurst — 1e, 2g
Evanston — 1e, 2g
Freeport — 1e, 2g
Galesburg — 3eg
Glenview — 1e, 2g
Granite City — 3eg
Hanover Park — 1e, 2g
Harvey — 1e, 2g
Highland Park — 1e, 9g
Hoffman Estates — 1e, 2g
Joliet — 1e, 2g
Kankakee — 1e, 2g
Lansing — 1e, 2g
Lombard — 1e, 2g
Maywood — 1e, 2g
Moline — 5eg
Mt. Prospect — 1e, 2g
Naperville — 10e, 2g
Niles — 1e, 2g
Normal — 2g
Northbrook — 1e, 2g, 9g
North Chicago — 1e, 9g
Oak Forest — 1e, 2g
Oak Lawn — 1e, 2g
Oak Park — 1e, 2g
Palatine — 1e, 2g
Park Forest — 1e, 2g
Park Ridge — 1e, 2g
Pekin — 6eg
Peoria — 6eg
Quincy — 7eg
Rock Island — 5eg
Rockford — 1e, 2g
Schaumburg — 1e, 2g
Skokie — 1e, 2g
Springfield — 8e
Tinley Park — 1e, 2g
Urbana — 3eg
Waukegan — 1e, 9g
Wheaton — 1e, 2g
Wilmette — 1e, 2g

1. Commonwealth Edison Co.
   One 1st Nat'l. Pl., Box 767, Chicago 60690
2. Northern Illinois Gas Co.
   P.O. Box 190, Aurora 60507
3. Illinois Power Co.
   500 S. 27th St., Decatur 62525
4. Peoples Gas Light and Coke Co.
   122 S. Michigan Ave., Chicago 60603
5. Iowa-Illinois Gas and Elec. Co.
   206 E. 2nd St., Davenport, IA 52808
6. Central Illinois Light Co.
   300 Liberty St., Peoria 61602
7. Central Illinois Public Service Co.
   607 E. Adams St., Springfield 62701
8. Springfield W. L. & P. Dept.
   201 Municipal Bldg., Springfield 62757
9. North Shore Gas Co.
   122 S. Michigan Ave., Chicago 60603
10. Naperville Electrical Dept.
   175 W. Jackson Ave., Naperville 60566

Raw Materials

Nonfuel Mineral Production

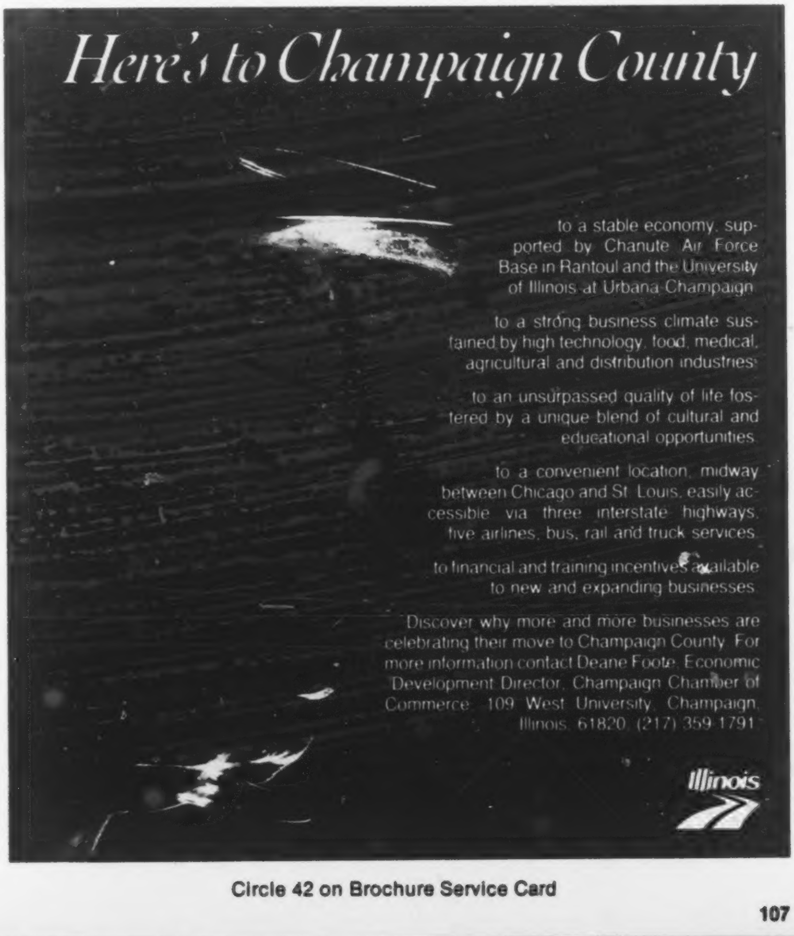
	Quantity*	Value $ Thousands
Cement:		
Portland	1,400	55,700
Clays (excl. fuller's earth)	218	1,035
Gem stones	NA	15
Peat	46	1,500
Sand & gravel	23,400	99,700

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Davenport, Rock Island, Moline Ia/Ill 2/33	Chicago 3/83	St. Louis, Mo-Ill 3/83
Office, professional & technical			
Clerks, payroll	10.05	7.82	7.11
Secretaries	11.28	8.64	8.39
Stenographers	10.72*	9.24	7.95*
Switchbd opr-recept's	7.37	7.27	5.56
Drafters V	11.79	14.09	13.06
Electronics technicians	11.08(b)	10.23	10.04
Computer operators	12.46	8.47	7.84
Computer programmers (business)	14.92*	11.68	9.99
Maintenance & powerplant (men)			
Carpenters	13.18(c)	11.54	12.32(c)
Electricians	13.38(c)	12.57	12.64(c)
Engineers, stationary	13.64(c)	12.87	12.81
Machinists	12.93	12.78	12.67
Mechanics (machinery)	13.79(c)	12.34	10.86
Tool & die makers	14.34(c)	13.10	13.42(c)
Custodial & material movement (men)			
Guards and watchmen	11.43(c)	8.78	9.83*
Janitors, porters & cleaners	10.39(c)	7.86	8.82*
Laborers, mat'l handling	9.92(c)	8.26	9.05
Ship & receive clerks	8.60(a)	7.62	8.22*
Truckdrivers	10.05*	12.84	10.49
Forklift operators	11.3[illegible](c)	8.98	9.94

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(b) Non-mfg.
(c) Men & women


Here's to Champaign County

to a stable economy, supported by Chanute Air Force Base in Rantoul and the University of Illinois at Urbana-Champaign

to a strong business climate sustained by high technology, food, medical, agricultural and distribution industries;

to an unsurpassed quality of life fostered by a unique blend of cultural and educational opportunities.

to a convenient location, midway between Chicago and St. Louis, easily accessible via three interstate highways, five airlines, bus, rail and truck services.

to financial and training incentives available to new and expanding businesses.

Discover why more and more businesses are celebrating their move to Champaign County. For more information contact Deane Foote, Economic Development Director, Champaign Chamber of Commerce, 109 West University, Champaign, Illinois, 61820. (217) 359-1791

Illinois

Circle 42 on Brochure Service Card

Stone:		
Crushed	42,650	149,000
Dimension	2	98
Combined value of cement (masonry), barite, clays (fuller's earth), fluorspar, lead, lime, tripoli, silver and zinc		58,033
Grand Total Illinois 1982		**365,081**

* = thousand short tons
NA = not available

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Aurora	20	73	6618	733
Chicago	21	73	6455	740
Danville	26	75	5599	1009
Decatur	26	77	5453	1175
DeKalb	19	73	6703	767
Moline	20	75	6498	899
Peoria	22	75	6226	948
Quincy	24	77	5789	1120
Rockford	18	73	6952	714
Springfield	25	77	5654	1165
Urbana	25	75	5758	1019
Waukegan	20	72	6881	591

Industrial Development Counselors

State Development Agency

Woelffer, Michael, Dir.
Illinois Dept. of Commerce & Community Affairs
222 S. College St.
Springfield, 62706
217/782-7500

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Aurora

Dietmeyer, Vicki, Exec. Dir.
Gtr. Aurora Chamber of Comm.
40 W. Downer Pl., 60506
312/897-9214

Champaign

Foote, Deane C., Econ. Dev. Dir.
Champaign Chamber of Comm.
109 W. University Ave.
P.O. Box 37, 61820
217/359-1791

Chicago

Ady, Robert M., Exec. V.P.
The Fantus Co.
Prudential Plaza, 60601
312/346-1940

Kalb, F. E. "Skip", Jr., Ind. Dev. Dir.
Atchison, Topeka & Sante Fe Rwy.
80 E. Jackson Blvd., 60604
312/347-2437

Scott, Paul W., C.I.D., Asst. V.P. Ind. Dev.
The Milwaukee Road
Rm. 771, Union Station, 60606
312/648-3303

Stephens, Jack, Econ. Dev. Coord.
Commonwealth Edison
P.O. Box 767, 60690
312/294-3038

Decatur

Eggers, Richard L., Area Dev. Spvsr.
Energy Programs Dept.
Illinois Power Co.
500 S. 27th St., 62525
217/424-6801

Joliet

Arado, Joseph E., C.I.D.
Dir. Ind. Dev. & R.E.
Elgin, Joliet & Eastern Rwy. Co.
P.O. Box 880, 60434
815/740-6641

Quincy

Sellers, Albert R., Exec. Dir.
Great River Econ. Dev. Fdtn.
314 Maine, 62301
217/223-4313

Rockford

Clark, Richard G., Pres. & C.E.O.

Durham, Charles L., Econ. Dev. Spec.
Dept. of Comm. Dev.
425 E. State St., 8th Fl., 61104
815/987-5610

Springfield

Rakers, Ray
Area Dev. Coord.
Central Illinois Public Service Co.
607 E. Adams St., 62701
217/523-3660 Ext. 242

King, Robert E., C.I.D., Pres.
King & Assoc.
117 Spring Creek Dr., 62702
217/793-0458

Wheaton

Abel, Joseph H., Dir.
DuPage Cty. Dev. Dept.
421 N. Country Farm Rd., 60187
312/682-7230

INDIANA

State Information

Financial assistance to industry:

- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Tax abatement (graduated)
- New mfg. machinery & equipment property tax abatement (graduated)
- Loan guarantee program
- Grants & loans for site development
- Venture capital corporation
- Corporation for Science & Technology
- Corporation for Innovation Development

Tax rates:

Corporate income tax	approx 3%
Personal income tax	3%
Local option county adjusted income tax	0.05-1%
Adjusted gross income tax	0.05-1%
Personal property tax	varies locally
Sales tax	5%
Inventory tax	none (if certain conditions are met)
Equipment and machinery tax	none (if certain conditions are met)
Incorporation fee	$30 minimum, $6 certification fee

State Corporate Income Tax Normal rate: either 3% adjusted gross income tax or .325-1.3% gross income tax; and 4% supplemental net income.

Advanced education facilities:

Four-year colleges and universities	60
Two-year or junior colleges	6
Vocational and business schools	101

Source: **Indiana Department of Commerce**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
INDIANA	5,490.2	5,544.1
Anderson	64.7	63.2
Bloomington	51.6	54.4
Columbus	30.3	NA
East Chicago	39.8	38.3
Elkhart	41.3	40.9
Evansville	130.5	129.4
Fort Wayne	172.2	173.0
Gary	152.0	147.1
Hammond	93.7	90.9
Highland	25.9	NA
Indianapolis	700.8	691.4
Kokomo	47.8	48.1
Lafayette	43.0	42.6
Lawrence	25.6	NA
Marion	35.9	NA
Merrillville	27.7	NA
Michigan City	36.9	NA
Mishawaka	40.2	40.3
Muncie	77.2	76.8
New Albany	37.1	38.0
Portage	27.4	NA
Richmond	41.3	40.5
South Bend	109.7	NA
Terre Haute	61.1	59.6

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Anderson	139.3	138.1
Bloomington	98.4	101.3
Cincinnati, OH—KY—IN	1,401.4	1,406.6
*Elkhart—Goshen	137.3	139.6
Evansville, IN—KY	309.4	282.1
Fort Wayne	383.0	357.7
*Gary—Hammond	642.8	641.7
Indianapolis	1,166.9	1,179.2
Kokomo	103.7	103.7
*Lafayette	121.7	123.5
Louisville, KY—IN	906.2	963.2

In these changing times, it's nice to know where your next kilowatt is coming from.

Consider the effort you put into your business. Consider the expense. The cost of labor, materials, energy, everything it takes to keep the wheels in motion.

Now consider all the problems, the missed opportunities, the losses, if you had to cut back. Or even shut down.

The prospects are frightening, yet very real in some areas. Any time a summer heat wave or sub-zero temperature increases the demand for electricity.

Or any time a labor dispute or political crisis threatens the supply of coal and oil.

That's why northern Illinois is the perfect place to take your business.

It's one area that can offer you a steady supply of power. And stable rates in the years ahead. Because Commonwealth Edison planned it that way.

We have the right fuel mix and rely heavily on abundant domestic fuels like coal and uranium. We've undertaken an extensive plant modernization and expansion program. And we've established connections to a network of utilities to back it all up.

From 1983 to 1986, our capacity will have grown over 30%, giving northern Illinois business an additional 5,558,000 kilowatts to bank on. Why not join us? You'll find everything you need here, including the power to grow.

Just call Jack Stephens, Coordinator, Economic Development, at (312) 294-3038. Or drop him a line at: Commonwealth Edison, P.O. Box 767, Chicago, Illinois 60690. He can really open doors for you in northern Illinois.

He won't just send you a listing of available factory sites and industrial buildings. He'll put you in touch with key people in the community, like local administrators, labor leaders and bankers. People who can help with zoning, financing—anything you need to get started.

And we'll keep the kilowatts coming. You can count on it.

Commonwealth Edison

Circle 43 on Brochure Service Card

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Gary-Hammond-E. Chicago, Ind. 11/82	Indianapolis 10/82	South Bend 8/83	Louisville, Ky-Ind 11/82
Office, professional & technical				
Clerks, payroll	9.59	8.10	6.96	6.74
Secretaries	10.81	9.19	8.11	8.73
Stenographers	NA	8.52*	7.76(a)	8.45(a)
Switchbd opr-recep'st	5.44*	5.15	5.79	5.39
Drafters V	14.50	14.01	11.72	13.28
Electronic tech'n	14.00	11.37	8.84*	11.67
Computer operators	10.88	8.99	8.42*	9.69
Computer programmers (business)	13.33*	11.03	10.06	11.13*
Maintenance & powerplant (men)				
Carpenters	12.93	12.59	11.08	11.87
Electricians	13.64(c)	12.70	11.46	12.74
Engineers, stationary	11.67(c)	12.01	NA	12.81
Machinists	13.67(c)	11.25	10.79	13.55
Mechanics (machinery)	13.98(c)	11.85	11.40	13.29
Tool & die makers	12.03	12.46	12.78	12.21
Custodial & material movement (men)				
Guards and watchmen	10.80	10.38	9.00	9.44
Janitors, porters & cleaners	9.10(c)	8.06	8.99	8.80*
Laborers, material handling	NA	8.98	7.06	9.77*
Ship & receive clerks	NA	8.48*	NA	8.75
Truckdrivers	12.26	9.45	8.30	9.33
Forklift operators	11.94(c)	9.57	8.98	9.55

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(c) Men & women

Muncie	128.6	126.6
*South Bend—Mishawaka	280.8	238.8
Terre Haute	176.6	136.5

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

Employment Thousands	Weekly Hours	Hourly Earnings $
INDIANA		
578.2	41.7	10.15
Anderson		
18.5	NA	NA
Elkhart		
41.2	NA	NA
Evansville		
33.4	NA	NA
Fort Wayne		
44.4	NA	NA
Gary—Hammond—East Chicago		
70.3	40.6[†]	12.83[†]
Indianapolis		
108.0	41.2[†]	10.01[†]
Lafayette—West Lafayette		
10.7	NA	NA
Muncie		
11.0	NA	NA
South Bend		
27.8	NA	NA
Terre Haute		
12.6	NA	NA

*Preliminary figures
[†]August 1983 figures
NA = not available

Unemployment

Major Market Areas—9/83*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
INDIANA		
2,548.6	226.5	8.9
Anderson		
54.1	4.7	8.7
Elkhart		
75.1	4.8	6.4
Evansville		
146.9	12.6	8.6
Fort Wayne		
180.7	17.4	9.6
Gary—Hammond—East Chicago		
271.6	35.1	12.9
Indianapolis		
597.7	49.0	8.2
Lafayette—West Lafayette		
64.1	3.7	5.8
Muncie		
54.7	5.2	9.4
South Bend		
137.8	10.1	7.3
Terre Haute		
79.1	8.0	10.1

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Div., Research & Statistics Div., 10 N. Senate Ave., Indianapolis, 46204, 314/232-7722

Industrial Mix—1982

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
2,010.3	. . . .	. . . .
MANUFACTURING		
583.3	39.2	9.79
DURABLE GOODS		
430.5	39.0	10.18
Lumber and Wood Products—**SIC 24**		
15.5	38.2	6.40
Furniture and Fixtures—**SIC 25**		
17.6	38.2	6.48
Stone, Clay, and Glass Products—**SIC 32**		
19.1	41.2	9.08
Primary Metal Industries—**SIC 33**		
87.3	38.2	12.92
Fabricated Metal Products—**SIC 34**		
47.4	39.4	9.00
Machinery, Except Electrical—**SIC 35**		
64.4	39.3	9.99
Electric & Electronic Equipment—**SIC 36**		
88.3	39.0	9.66
Transportation Equipment—**SIC 37**		
70.8	39.1	11.18
Instruments and Related Products—**SIC 38**		
11.2	38.4	7.86

WHAT DOES BIG BUSINESS KNOW ABOUT FORT WAYNE THAT YOUR COMPANY DOESN'T?

Advantage	Fort Wayne, Indiana	Your Present Business Location
Multi-million dollar loan availability for building & expansion.	✓	
Tax abatements up to 50% on new property investment.	✓	
Exemption from gross income tax increases for 10 years.	✓	
Tax abatements on new machinery & equipment up to 100%.	✓	
$1,500 state income tax credit for resident "enterprise zone" employees.	✓	
$7,500 personal income tax break for resident "enterprise zone" employees.	✓	
50% deductions on wages for targeted employee groups.	✓	

How does your present business location compare with Fort Wayne in terms of these major advantages?

In the last two years, a total of $250 million has been invested by business in Fort Wayne, Indiana.

General Electric committed a massive $64 million for a new division here last year.

International Telephone & Telegraph gave us the thumbs up and broke ground on a new $16 million facility.

Avery International, a multi-million dollar company, invested $11 million in a new plant for their Fasson Roll Materials Division.

What's happening in the Summit City that's attracting such huge investments at a rate that's unprecedented in our history?

Tax breaks and financial incentives you won't get anywhere else in America.

To facilitate ITT's latest move here, our city and state officials put together a $3.4 million incentive package to help the company build a modern new plant and to pay for new machinery, equipment and installation.

At the same time, ITT will benefit from tax abatements on their new building which will reduce their payments by as much as fifty percent for the first ten years, and up to one hundred percent on new equipment for the first five years.

General Electric's aid package was just as generous. Of the $4.1 million this company received from us to open up its new operation here, $2.2 million came in the form of a worker retraining program, and the remaining $1.9 million came in the form of tax abatements on new equipment and property.

Smaller businesses also got the red carpet treatment. Of the $99 million in Industrial Revenue Bonds provided to Fort Wayne business and industry last year, nearly $68 million of this went to fledgling companies.

A new zone of enterprise that can save your business thousands of dollars every year.

In 1983, the central industrial area of Fort Wayne was designated by our State as one of six urban "enterprise zones." This designation offers major tax advantages for your company.

One, any company moving into Fort Wayne from out of state is exempt from Indiana gross income tax *and* inventory tax.

Two, businesses can receive up to $1,500 State income tax credit for each employee living within the zone.

Three, resident employees living in this city area can receive up to $7,500 per year in State income tax credits.

The "most livable city in America" in 1983.

According to the White House and the United States Conference of Mayors, Fort Wayne is one of the best places in the nation to work *and* to live.

That's why the President himself awarded us the "All-America City" Award last year, and the nation's Mayors likewise bestowed upon us the accolade of "Most Livable City in America."

(It's the first time ever that any one city has won *both* awards in a single year).

A free bonus just for reading this ad.

If you want more details about the city that everybody's calling "the best kept secret in America," just clip and mail the coupon to Mr. Karl Bandemer, the Director of the Department of Economic Development, or call his office direct at (219) 427-1127.

Or talk to Mr. Steve Lake, Vice President of Economic Development, Fort Wayne Chamber of Commerce, at (219) 424-1435.

Take a few minutes to carefully consider the information they'll provide.

You'll discover why a move to our city is definitely one of the best business moves you can make.

The President of the United States and the United States Conference of Mayors all agreed that Fort Wayne was "the most livable city in America" in 1983.

Yes, I'm convinced Fort Wayne can give my company better breaks than anywhere else in America. Please send me my free package of information and literature which spells out the kind of advantages my company can benefit from by relocating to your city.

Name____________________________

Title____________________________

Company________________ Phone__________

Address____________________________

City____________ State________ Zip______

FORT WAYNE, INDIANA.
WE'RE WORKING HARDER FOR YOUR BUSINESS.

Mail to Mr. Karl Bandemer, the Director of the Department of Economic Development, City of Fort Wayne, City-County Building, Fort Wayne, Indiana 46802, or call (219) 427-1127.

Circle 46 on Brochure Service Card

Misc. Manufacturing Industries—**SIC 39**	9.0	39.4	7.52
NONDURABLE GOODS	152.8	40.0	8.62
Food and Kindred Products—**SIC 20**	36.3	40.5	8.81
Paper and Allied Products—**SIC 26**	11.2	41.1	8.48
Printing and Publishing—**SIC 27**	29.2	36.8	8.37
Chemicals and Allied Products—**SIC 28**	28.9	43.2	10.34
Petroleum and Coal Products—**SIC 29**	4.1	42.9	12.31
Rubber and Plastics Products, NEC—**SIC 30**	31.5	39.8	7.83

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Anderson 1 (Muncie)
Bloomington 5, 6, 16
Columbus 1 (Bloomington)
East Chicago 2, 3, 8, 10 (Chicago, IL)
Elkhart 3, 14
Evansville 1, 5, 6, 9, 13, 16, 17, 21, 30
Fort Wayne 1, 8, 14, 19, 27, 29
Gary 1 to 3, 8, 10 (Chicago, IL)
Hammond 1 to 3, 6, 8, 10 (Chicago, IL)
Indianapolis 1, 2, 5, 6, 8, 12, 15 to 19, 21 to 25, 28 to 30
Kokomo 1, 8, 20
Lafayette 1, 6, 8, 14
Marion (Kokomo)
Michigan City 1, 8, 10, 26
Mishawaka 1, 4 (South Bend)
Muncie 7, 8, 11, 16
New Albany 1, 6, 9 (Louisville, KY)
Richmond 1 (Dayton, OH) 8, 11
South Bend 1, 4, 8, 10, 14, 16, 27, 29
Terre Haute 1, 6, 7, 16

Railroads

1. Conrail
2. Baltimore & Ohio Chicago
3. Elgin, Joliet & Eastern
4. Grand Trunk Western
5. Illinois Central Gulf
6. Seaboard
7. Milwaukee Road
8. Norfolk & Western
9. Southern
10. Chicago South Shore & South Bend
11. Chesapeake & Ohio

Airlines

12. Air Florida
13. Air Illinois
14. Air Wisconsin
15. American
16. Britt Airways
17. Comair
18. Continental
19. Delta
20. Direct Air
21. Eastern
22. Frontier
23. Midstate Airlines
24. Ozark
25. Pan American
26. Phillips Airlines
27. Piedmont
28. TWA
29. United
30. USAir

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Anderson — 1e, 6e, 4g
Bloomington — 3e, 4g
Columbus — 3e, 4g
East Chicago — 5eg
Elkhart — 6e, 5g
Evansville — 7eg
Fort Wayne — 6e, 5g
Gary — 5eg
Hammond — 5eg
Highland — 5eg
Indianapolis — 8e, 9g
Kokomo — 3e, 10g
Lafayette — 3e, 4g
Lawrence — 8e
Marion — 6e, 4g
Merrillville — 5eg
Michigan City — 5eg
Mishawaka — 14e, 5g
Muncie — 6e, 4g
New Albany — 3e, 4g
Portage — 5eg
Richmond — 6e, 11e, 12g
South Bend — 6e, 5g
Terre Haute — 3e, 13g

1. Anderson Mun. Light and Power
   550 Baxter Rd., Anderson 46018
3. Public Service Co. of Indiana, Inc.
   1000 E. Main St., Plainfield 46168
4. Indiana Gas Co.
   1630 N. Meridian St., Indianapolis 46202
5. Northern Indiana Public Service Co.
   5265 Hohman Ave., Hammond 46320
6. Indiana & Michigan Elec. Co.
   One Summit Sq., Box 60, Ft. Wayne 46801
7. Southern Indiana Gas & Elec. Co.
   20-24 N.W. 4th St., Evansville 47741
8. Indianapolis Power and Light Co.
   25 Monument Circle, Box 1595-B
   Indianapolis 46206
9. Citizens Gas and Coke Utility
   2020 N. Meridian St., Indianapolis 46202
10. Kokomo Gas & Fuel Co.
   900 E. Blvd., Kokomo 46902
11. Richmond Power. & Lt. Dept.
   2000 U.S. 27 S., Box 908, Richmond 47374
12. Richmond Gas Corp.
   33 S. 7th St., Richmond 47374
13. Terre Haute Gas Corp.
   632 Cherry St., Terre Haute 47807
14. Mishawaka Municipal Util.
   126 N. Church St., Mishawaka 46544

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	W	W
Portland	1,400	55,000
Clays	577	1,503
Gem stones	NA	1
Peat	86	2,559
Sand & gravel	16,050	42,150
Stone:		
Crushed	20,100	65,500
Dimension	135	13,337
Combined value of abrasives (natural), gypsum, lime and values indicated by the symbol W		41,154
Grand Total Indiana 1982		**221,204**

* = thousand short tons
NA = not available
W = withheld to avoid disclosing company proprietary data

Environment Controls

Air & Water Pollution

State Board of Health, Health Bldg., 1330 W. Michigan, Indianapolis, 46202, 314/633-0700

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anderson	26	74	5884	890
Columbus	28	75	5509	964
Evansville	31	78	4729	1378
Fort Wayne	23	73	6320	786
Gary	23	74	6251	875
Indianapolis	26	75	5650	988
Kokomo	25	74	6035	962
Marion	24	73	6318	734
Richmond	26	73	5973	728
South Bend	23	73	6377	710
Terre Haute	26	76	5521	1049

Industrial Development Counselors

State Development Agency

Akers, Mark, Dir., Ind. Dev.
Indiana Dept. of Commerce
Indiana Commerce Center
One N. Capital, Suite 700
Indianapolis, 46204-2248
317/232-8888

Kobe, Ken, Dir.
Business & Financial Svcs.
Indiana Dept. of Commerce
Indiana Commerce Center
One N. Capital, Suite 700
Indianapolis, 46204-2248
317/232-8782

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Columbus
Gustafson, Annette L., Asst. to Dir.
Columbus Econ. Dev. Bd.
500 Franklin St., 47201
812/379-4457

Ft. Wayne
Bandemer, Karl
Ft. Wayne Dept. of Econ. Dev.
One Main St., 46802
219/427-1127

Hammond
Bowles, E. H., Dir.
Area Dev. & P.R.
Northern Indiana Public Service Co.
5265 Hohman Ave., 46320
219/853-5237

Indianapolis
Hardy, John, Econ. Dev. Dir.
Indianapolis Power & Light Co.
25 Monument Circle
P.O. Box 1595B, 46206
317/261-8395

New Castle
Thrasher, Richard D., Jr., C.I.D., Pres.
New Castle/Henry Cty. Econ. Dev. Corp.
1722 G S. Memorial Dr., 47362
317/529-4635

South Bend
Bessire, Howard D., C.I.D.,
Exec. Dir. & CEO
Ind. Fdtn. Inc. of South Bend
244 W. Jefferson, Suite 503, 46601
219/234-8565

MICHIGAN

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, machinery & equipment
- Bonds for pollution control
- Complete job training services
- Many financial services through local economic development corporations

Tax rates:

Corporate income tax	NA*
Personal income tax	4.6%
Personal property tax	NA*
Sales tax	4%
Inventory tax	NA*
Equip. and machinery tax	NA*

Single business tax 2.35% of tax base

Gasoline tax	$.11/gal.

*Eliminated by Single Business Tax

Advanced education facilities:

Four-year colleges and universities	72
Two-year or junior colleges	29
Vocational and business schools	285

Medical facilities:

Hospitals	232
Clinics	439

Labor analysis:

High school graduates	132,644
Nonfarm workers in unions	35%

Source: **Michigan Department of Commerce**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
MICHIGAN	9,258.3	9,261.2
Allen Park	34.2	NA
Ann Arbor	107.3	109.5
Battle Creek	35.7	34.7
Bay City	41.6	39.8
Burton	30.0	NA
Dearborn	90.7	87.0
Dearborn Heights	67.7	64.5
Detroit	1,203.3	1,130.2
East Detroit	38.3	NA
East Lansing	48.3	51.8
Farmington Hills	58.1	59.3
Ferndale	26.2	NA
Flint	159.6	151.8
Garden City	35.6	NA
Grand Rapids	181.8	179.8
Highland Park	27.9	NA
Holland	26.3	27.4
Inkster	35.2	NA
Jackson	39.7	38.3
Kalamazoo	79.7	78.2
Kentwood	30.4	NA
Lansing	130.4	128.6
Lincoln Park	45.1	43.0
Livonia	104.8	103.0
Madison Heights	35.4	NA
Midland	37.3	38.2
Muskegon	40.8	39.7
Oak Park	31.5	NA
Pontiac	76.7	74.1
Port Huron	34.0	34.0
Portage	38.2	NA
Roseville	54.3	52.5
Royal Oak	70.9	67.3
Saginaw	77.5	74.3
St. Clair Shores	76.2	73.3
Southfield	75.6	76.4
Southgate	32.1	NA
Sterling Heights	109.0	115.7
Taylor	77.6	79.0
Troy	67.1	68.6
Warren	161.1	155.9
Westland	84.6	83.9
Wyandotte	34.0	NA
Wyoming	59.6	60.8

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Ann Arbor	264.7	270.3
Battle Creek	187.3	139.5

HAVE QUESTIONS?

Plant Location advertisers can give you the answers!

Just fill out the **READER SERVICE ACTION CARD** in the back of the book.

And don't forget to stay abreast of current statistics. . . **SUBSCRIBE** to Plant Location (free of charge) by checking the appropriate box on the **READER SERVICE ACTION CARD.**

MICHIGAN

Benton Harbor	171.3	170.5
Detroit	4,352.8	4,419.8
Flint	521.6	444.2
Grand Rapids	601.7	614.9
Jackson	151.5	151.3
*Kalamazoo	279.2	213.4
Lansing—East Lansing	468.5	424.7
*Muskegon	179.6	155.4
*Saginaw—Bay City—Midland	NA	421.2
Toledo, OH—MI	791.6	620.0

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MICHIGAN	915.6	43.5	11.77
Ann Arbor	34.9	44.4	12.25
Battle Creek	18.3	41.7	12.15
Bay City	8.6	42.5	10.32
Benton Harbor	19.0	NA	NA
Detroit	431.3	43.7	12.43
Flint	69.1	46.1	13.41
Grand Rapids	88.7	42.2	10.10
Jackson	10.8	41.6	9.70
Kalamazoo—Portage	31.2	42.4	10.97
Lansing—East Lansing	41.4	46.7	13.61
Muskegon—Norton Shores—Muskegon Heights	19.4	39.5	10.40
Saginaw	26.0	43.2	13.86

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
MICHIGAN	4,294.3	526.7	12.3
Ann Arbor	147.4	12.0	8.1
Battle Creek	81.9	9.6	11.8
Bay City	53.2	7.4	14.0
Benton Harbor	69.1	9.2	13.4
Detroit	1,967.8	251.1	12.8
Flint	225.7	32.7	14.5
Grand Rapids	332.6	34.1	10.2
Jackson	64.1	9.2	14.4
Kalamazoo—Portage	138.0	13.7	9.9
Lansing—East Lansing	243.6	22.2	9.1
Muskegon—Norton Shores—Muskegon Heights	78.6	11.2	14.2
Saginaw	99.7	11.8	11.8

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., Dept. of Labor, 510 Boulevard Bldg., 7310 Woodward Ave., Detroit, 48202, 313/876-5000

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Detroit 4/83
Office, professional & technical	
Clerks, payroll	9.34
Secretaries	11.79
Stenographers	9.21
Switchbd opr-recept's	6.41
Drafters V	15.76
Electronics tech'ns	13.10
Computer operators	11.81
Computer programmers (business)	12.99
Maintenance & powerplant (men)	
Carpenters	13.07
Electricians	13.37
Engineers, stationary	12.99
Machinists	11.76
Mechanics (machinery)	13.22
Tool & die makers	13.10
Custodial & material movement (men)	
Guards & watchmen	11.04
Janitors, porters & cleaners	10.44
Laborers, material handling	11.03
Shipping & receiving clerks	9.72
Truckdrivers	10.97
Forklift operators	11.03

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	3,189.3	. . . .	. . . .
MANUFACTURING	874.1	40.2	11.18
DURABLE GOODS	680.7	40.1	11.63
Lumber and Wood Products—**SIC 24**	9.5	37.9	6.85
Furniture and Fixtures—**SIC 25**	21.5	38.2	8.20
Stone, Clay, and Glass Products—**SIC 32**	14.9	. . . .	. . . .
Primary Metal Industries—**SIC 33**	48.8	39.5	12.22
Fabricated Metal Products—**SIC 34**	102.0	39.0	10.76
Machinery, Except Electrical—**SIC 35**	131.8	40.2	11.38
Electric & Electronic Equipment—**SIC 36**	29.7	39.8	9.68
Transportation Equipment—**SIC 37**	303.2	40.9	12.79
Instruments and Related Products—**SIC 38**	12.2	. . . .	. . . .
NONDURABLE GOODS	193.4	40.5	9.50
Food and Kindred Products—**SIC 20**	46.8	41.4	9.47
Paper and Allied Products—**SIC 26**	20.9	43.6	9.96
Printing and Publishing—**SIC 27**	31.8	37.2	9.02
Chemicals and Allied Products—**SIC 28**	42.5	40.7	10.38
Petroleum and Coal Products—**SIC 29**	3.0	. . . .	. . . .

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (D) = Detroit.

Allen Park 5, 6 (D)
Ann Arbor 1, 2 (D)
Battle Creek 2, 3, 12
Bay City 3, 4, 9, 10 (Saginaw)
Burton 3 (Flint)
Dearborn 2, 4, 5, 6 (D)
Dearborn Heights (D)
Detroit 2 to 9, 11 to 26, 28 to 42
East Detroit 3 (D)
East Lansing 3, 4 (Lansing)
Ferndale 3 (D)
Flint 3, 4, 9, 13, 17, 27, 33, 36
Garden City (D)
Grand Rapids 2, 3, 4, 9, 25, 30, 33, 34, 36, 39, 40
Highland Park 2, 3, 4, 6 (D)
Holland 4 (Grand Rapids)
Inkster 2 (D)
Jackson 2, 36
Kalamazoo 2, 3, 13, 34, 36
Kentwood (Grand Rapids)
Lansing 2, 3, 4, 9, 25, 33, 34, 36, 39
Lincoln Park 2 (D)
Livonia 4 (D)
Madison Heights (D)
Midland 3, 4 (Saginaw)
Muskegon 3, 4, 9, 12, 27
Oak Park (D)
Pontiac 3, 9 (D)
Port Huron 3, 4, 9 (Sarnia, Ont.)
Portage 2 (Kalamazoo)
Roseville (D)
Royal Oak 3, 9 (D)
Saginaw 3, 4, 9, 34, 36, 39
St. Clair Shores (D)
Southfield (D)
Southgate (D)
Sterling Heights (D)
Taylor 5, 6 (D)
Troy (D)
Warren 2 (D)
Westland (D)
Wyandotte 3, 5 (D)
Wyoming 2, 4 (Grand Rapids)

If you're tired of the slow-response/no-response hassle, cut it out. We'll do the rest – quickly and confidentially.

Consumers Power can tailor in-depth information on Michigan sites and cities to your specific needs. We'll send you no-nonsense facts you need to know. Not local color that's nice to know. In addition, we can provide personal assistance from beginning to end.

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Consumers Power Company

Sure, making a manufacturing move is tough. But you can cut it.

Start here:

Mail to: Richard R. Surbrook, Director of Economic Development,
Consumers Power Company, 212 West Michigan Ave., Jackson, MI 49201

Okay, prove it. Use the data below to compile information on high-tech opportunities in Michigan.

1. Business or industry ____________________
2. Immediacy of need ____________________
3. Please send information about the following:

☐ Natural resources
☐ Education
☐ Work force
☐ Sites/facilities
☐ Transportation
☐ Financing
☐ Energy/utilities

Name ____________________

Title ____________________

Company ____________________

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Phone (Area Code) ____________________

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Circle 47 on Brochure Service Card

MICHIGAN

Railroads

1. Ann Arbor
2. Conrail
3. Grand Trunk Western
4. Chesapeake & Ohio
5. Detroit, Toledo & Ironton
6. Norfolk & Western
7. Canadian Pacific
8. Norfolk Southern
9. Canadian National
10. Detroit & Mackinac

Airlines

11. Air Florida
12. Air Wisconsin
13. Allegheny Commuter
14. American
15. American Central
16. American Int'l
17. BAS Airlines
18. Best Airlines
19. British Airways
20. Britt Airways
21. Comair
22. Continental
23. Delta
24. Eastern
25. Freedom Airlines
26. Frontier
27. Midstate Airlines
28. Midway Airlines
29. New York Air
30. Northwest
31. Ozark
32. Pan Am
33. Piedmont
34. Republic
35. Sabena
36. Simmons Airlines
37. Sundorph Aeronautical
38. TWA
39. United
40. USAir
41. Vee Neal Airlines
42. Wright/Aeromech Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Allen Park — 3e
Ann Arbor — 3e, 4g
Battle Creek — 1e, 5g
Bay City — 1eg, 7e
Burton — 1g
Dearborn — 3e
Dearborn Heights — 3e
Detroit — 3e, 4g
East Detroit — 3e, 1g
East Lansing — 6e, 1eg
Farmington Hills — 3e, 1g
Ferndale — 3e, 1g
Flint — 1eg
Garden City — 3e, 1g
Grand Rapids — 1e, 4g
Highland Park — 3e
Holland — 10e, 2eg
Inkster — 3e
Jackson — 1eg
Kalamazoo — 1eg
Kentwood — 1e
Lansing — 6e, 1g
Lincoln Park — 3e
Livonia — 3e, 1g
Madison Heights — 3e, 1g
Midland — 1eg
Muskegon — 1e, 4g
Oak Park — 3e, 1g
Pontiac — 1eg
Portage — 1eg
Port Huron — 3e, 8g
Roseville — 3e, 1g
Royal Oak — 3e, 1g
Saginaw — 1eg
St. Clair Shores — 3eg, 1g
Southfield — 3e, 1g
Southgate — 3e
Sterling Heights — 3e, 1g
Taylor — 3e
Troy — 3e, 1g
Warren — 3e, 1g
Westland — 3e, 1g
Wyandotte — 9e
Wyoming — 1e

1. Consumers Power Co.
   212 W. Michigan Ave., Jackson 49201
2. Michigan Power Co.
   100 S. Main St., Three Rivers 49093
3. Detroit Edison Co.
   2000 Second Ave., Detroit 48226
4. Michigan Consolidated Gas Co.
   500 Griswold, Detroit 48226
5. Battle Creek Gas Co.
   23 E. Michigan Mall, Battle Creek 49016
6. Lansing Bd. of Water and Lt.
   123 W. Ottawa St., Box 13007
   Lansing 48901
7. Bay City Utilities Dept.
   City Hall, Bay City 48706
8. Southeastern MI Gas Co.
   405 Water St., Port Huron 48060
9. Wyandotte Munic. Service Cmsn.
   3005 Biddle Ave., Wyandotte 48192
10. Holland Board of Pub. Works
    268 River Ave., Holland 49423

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	3,100	147,300
Masonry	130	8,100
Clays	969	4,005
Gem stones	NA	15
Gypsum	1,038	6,913
Iron ore (usable) (thou. long tons, gr. wt.)	W	W
Lime	680	32,559
Peat	268	5,144
Salt	2,030	86,901
Sand & gravel	24,000	72,400
Stone:		
Crushed	21,780	70,800
Dimension	4	110
Combined value of bromine, calcium chloride, iodine, copper, iron oxide pigments (crude), silver and magnesium compounds		544,821
Grand Total Michigan 1982		**979,068**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Environment Controls

Air Pollution

Robert Miller, Acting Chief, Air Quality Div., Dept. Natural Resources, P.O. Box 30028, Lansing, 48909, 517/322-1330

Water Pollution

Gary E. Guenther, Chief, Environ. Protection Bureau, Dept. Natural Resources, same address as above, 517/373-1947

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ann Arbor	24	73	6346	723
Battle Creek	22	72	6723	599
Detroit	23	72	6563	615
Flint	21	70	7068	456
Grand Rapids	22	71	6927	570
Holland	24	71	6569	587
Jackson	22	72	6833	609
Kalamazoo	24	73	6281	751
Lansing	22	71	6987	530
Midland	22	72	6847	555
Muskegon	23	70	6925	451
Pontiac	22	72	6658	636
Port Huron	24	72	6611	621
Saginau	21	71	7103	501
Ypsilanti	24	73	6479	706

Industrial Development Counselors

State Development Agency

Hoffman, Carol A.
Business & Community Dev.
Michigan Dept. of Commerce
P.O. Box 30225, Lansing, 48909
517/373-3530

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Bay City
Konicek, Richard R., Exec. Dir.
Forward Bay County, Inc.
301 Washington Ave., 48706
517/893-5596

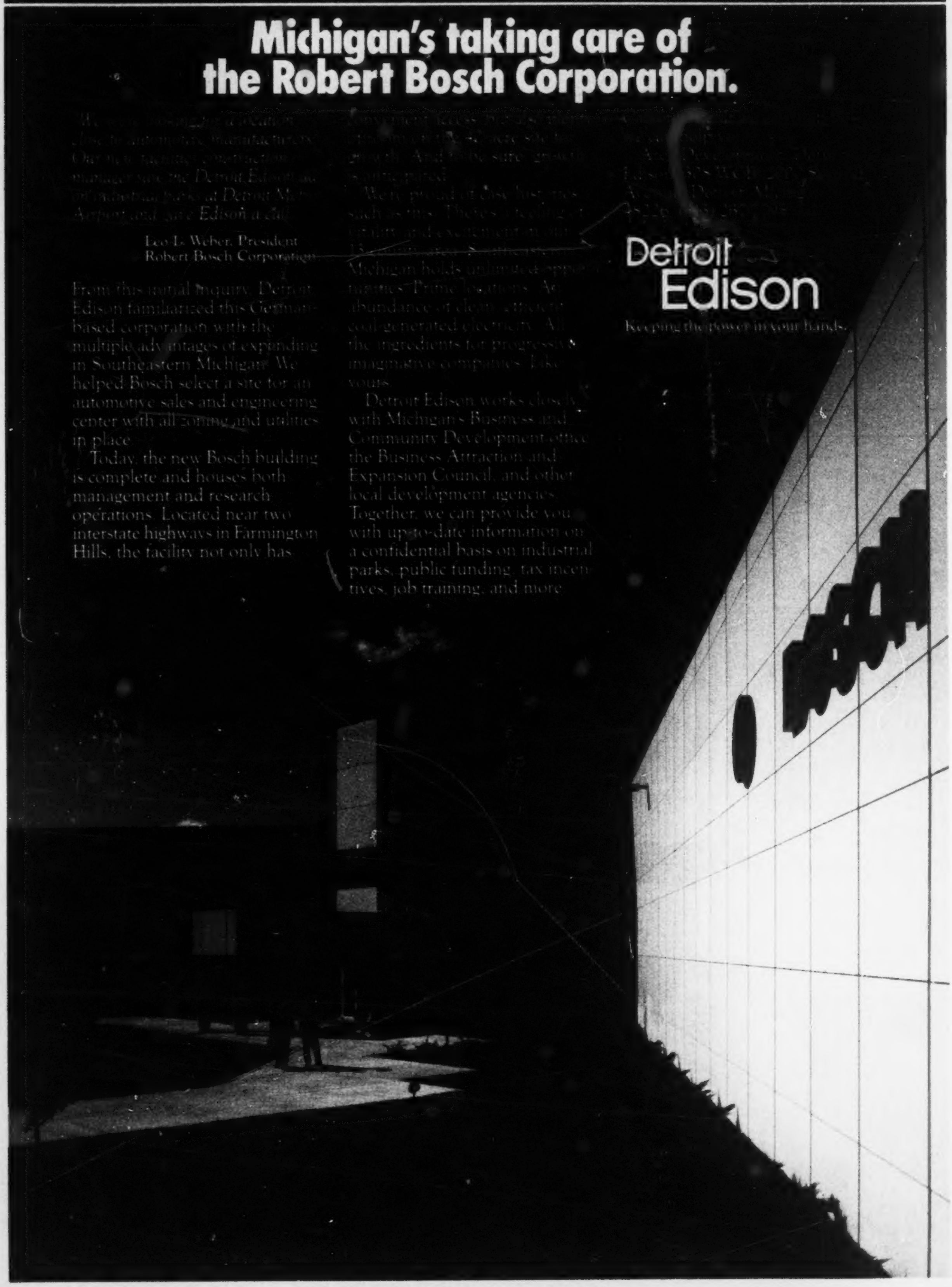
Dearborn
Fitzpatrick, Robert E., Exec. Dir.
Wayne Cty. Econ. Dev. Corp.
1 Parklane Blvd., Suite 715 W., 48126
313/336-3306

Detroit
Pryor, Jack, C.I.D., Exec. V.P.
City of Detroit Econ. Dev. Corp.
Suite 999, First Nat'l Bldg., 48226
313/963-2940

Area Dev. Dept.
Detroit Edison, 308 WCB
2000 Second Ave., 48226
313/237-7795

ENERGY PLUS+

Michigan's taking care of the Robert Bosch Corporation.



We were looking for a location close to automotive manufacturers. Our new facility construction manager saw the Detroit Edison ad on industrial parks at Detroit Metro Airport and gave Edison a call.

Leo L. Weber, President
Robert Bosch Corporation

From this initial inquiry, Detroit Edison familiarized this German-based corporation with the multiple advantages of expanding in Southeastern Michigan. We helped Bosch select a site for an automotive sales and engineering center with all zoning and utilities in place.

Today, the new Bosch building is complete and houses both management and research operations. Located near two interstate highways in Farmington Hills, the facility not only has convenient access. It also offers [illegible] on the [illegible]-acre site for growth. And to be sure, growth is anticipated.

We're proud of case histories such as this. There's a feeling of vitality and excitement in our 13-county area. Southeastern Michigan holds unlimited opportunities. Prime locations. An abundance of clean, efficient coal-generated electricity. All the ingredients for progressive, imaginative companies. Like yours.

Detroit Edison works closely with Michigan's Business and Community Development office, the Business Attraction and Expansion Council, and other local development agencies. Together, we can provide you with up-to-date information on a confidential basis on industrial parks, public funding, tax incentives, job training, and more.

[illegible] Area Development [illegible] Edison, 2000 Second Avenue, Detroit, Michigan 48226. (313) 237-[illegible]

Detroit
Edison

Keeping the power in your hands.

Circle 48 on Brochure Service Card

Grand Rapids

Krupp, Charles C., C.I.D., Econ. Dev. Coord.
City of Grand Rapids
300 Monroe Ave., City Hall, 4th Fl., 49503
616/456-3167

Jackson

O'Neill, John F., C.I.D., Dir.
Jackson Cty. Dept. of Econ. Dev.
Rm. 500, 120 W. Michigan Ave., 49201
517/788-4330 or 4333

Surbrook, Richard R.
Consumers Power Co.
212 W. Michigan, 49201

Kalamazoo

Coder, Tom, Econ. Dev. Mgr.
Kalamazoo Comm. Dev. Dept.
241 W. South St., 49007
616/385-8216

Lansing

Jordan, Jim, C.I.D., Exec. V.P.
Lansing Regional Chamber of Comm.
510 W. Washtenaw St.
P.O. Box 14030, 48901-4030
517/487-6340

Saginaw

Breen, Jerry, Dir.
Cty. Econ. Dev. Cmsn.
111 S. Michigan Ave., Rm. 209, 48602
517/790-5438

Ypsilanti

Whaler, Dr. Van G., City Mgr.
City of Ypsilanti
1 S. Huron, 48197
313/483-1100

OHIO

State Information

Financial assistance to industry:

- Bonds for land, building & equipment
- Bonds for pollution control
- Aid for job training
- Guaranteed loans for land, buildings, machinery and equipment
- Low-interest direct loans for land and buildings
- Tax-exempt revenue bonds for air, noise and water pollution control equipment

Tax rates:

Corporate income tax .... graduated (The greater of 5.1% on first $25,000 OH income plus 9.2% on OH income above $25,000, or .005582% of net worth. Minimum fee is $50.)
Personal income tax .... graduated .95% to 9.5%
Personal property tax ..... varies locally (the first $10,000 of taxable income is exempt.)

Sales tax

Statewide	5%
County maximum	1%
Regional transit authority maximum	1.5%
Gasoline tax	$.117/gal.

Tax incentives:

Credit for equipment and machinery purchased after January 1, 1978
Property tax abatement up to 15 years on new buildings and improvements

Use-on-use sales tax exemption
Gasoline tax .... $.11/gal.

Advanced education facilities:

Four-year colleges and universities	66
Two-year colleges and technical institutions	37
Vocational and proprietary schools	312
Post-graduate schools	9

Medical facilities:

Hospitals	247
Clinics	NA

Labor analysis:

High school graduates	133,524
Mfg. workers in union	29.5%

Source: **Ohio Department of Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
OHIO	10,797.4	10,838.3
Akron	237.2	229.8
Barberton	29.8	29.6
Beaver Creek	31.6	NA
Bowling Green	25.7	26.8
Brook Park	26.2	NA
Brunswick	27.7	NA
Canton	94.7	90.5
Cincinnati	385.5	373.3
Cleveland	573.8	537.6
Cleveland Heights	56.4	55.6
Columbus	564.9	570.8
Cuyahoga Falls	43.7	42.8
Dayton	203.6	186.2
East Cleveland	37.0	NA
Elyria	57.5	58.9
Euclid	60.0	57.4
Fairborn	29.7	NA
Fairfield	30.8	NA
Findlay	35.6	NA
Garfield Heights	33.4	NA
Hamilton	63.2	63.1
Kent	26.2	26.8
Kettering	61.2	59.8
Lakewood	62.0	60.3
Lancaster	35.0	37.3

Planning a business expansion?
West Ohio Gas Company can put it all together for you,

1. Site Recommendations
2. Financing Assistance
3. Energy/Utility Services
4. Transportation Facilities
5. Labor Analysis
6. Tax Structures/Incentives
7. Community Profiles
8. Planning/Coordination

For More Information:
Call or Write:
Mr. Lloyd D. Grimm
West Ohio
Gas Company
319 West Market Street
Lima, Ohio 45802

WEST OHIO GAS COMPANY
PART OF THE CONSOLIDATED NATURAL GAS SYSTEM

and we can do it across Ohio.
Call: (419) 224-2065

Circle 54 on Brochure Service Card

Lima	47.4	46.7
Lorain	75.4	75.2
Mansfield	53.9	53.8
Maple Heights	29.7	NA
Marion	37.0	NA
Massillon	30.6	31.0
Mentor	42.1	42.8
Middletown	43.7	43.3
Newark	41.2	41.5
North Olmsted	36.5	NA
Norwood	26.3	NA
Parma	92.5	91.1
Portsmouth	25.9	NA
Sandusky	31.4	NA
Shaker Heights	32.5	NA
South Euclid	25.7	NA
Springfield	72.6	70.6
Steubenville	26.4	25.5
Stow	25.3	NA
Strongsville	28.6	NA
Toledo	354.6	351.0
Upper Arlington	35.6	NA
Warren	56.6	55.3
Youngstown	115.4	111.0
Zanesville	28.7	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Akron	660.3	654.1
Canton	404.4	407.1
Cincinnati, OH—KY—IN	1,401.4	1,406.6
Cleveland	1,898.7	1,852.6
Columbus	1,093.3	1,269.8
*Dayton—Springfield	1,014.0	932.4
Hamilton—Middletown	258.8	267.4
Huntington—Ashland, WV—KY—OH	311.4	341.7
Lima	218.2	156.9
Lorain—Elyria	274.9	279.5
Mansfield	131.2	131.4
Newark	121.0	NA
Parkersburg—Marietta, WV—OH	162.8	160.8
Steubenville—Weirton, OH—WV	163.1	161.2
Toledo, OH—MI	791.6	620.0
Wheeling, WV—OH	185.6	185.1
Youngstown—Warren	531.4	528.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
OHIO	1,106.9	41.9	10.61
Akron	68.0	43.7	10.60
Canton	46.5	40.3	10.75
Cincinnati	145.6	41.1	10.07
Cleveland	215.0	41.6	10.53
Columbus	88.8	40.9	10.04
Dayton	88.8	42.8	10.80
Toledo	72.0	43.3	11.22
Youngstown—Warren	56.8	42.3	12.37

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
OHIO	5,123.0	568.3	11.1
Akron	311.2	33.9	10.9
Canton	192.2	24.4	12.7
Cincinnati	683.0	66.6	9.7
Cleveland	933.0	99.8	10.7
Columbus	578.9	49.2	8.5
Dayton	390.1	35.9	9.2
Toledo	376.1	42.9	11.4
Youngstown—Warren	232.2	33.7	14.5

*Preliminary figures

State Employment Security Agency

For additional labor market information: Bureau of Employment Services, 145 S. Front St., Columbus, 43216, 614/466-3440

WHEN YOU CAN'T AFFORD TO BE LATE

NORTHWEST OHIO GETS YOU THERE "JUST IN TIME"

The growing emphasis on "Just in time" delivery makes your business location more important than ever.

Toledo and Northwest Ohio are centrally located within a 2 hour drive of this country's major manufacturing core and a day's drive of 70% of America's commerce. This progressive financial, cultural and recreational center also offers dependable, economical power, a trained labor pool, a world-class seaport and an unlimited supply of fresh water.

So don't wait until it's too late. Before you make a move, contact Don Dick, Director of Area Development, Toledo Edison Company, 300 Madison Avenue, Toledo, Ohio 43652 (419) 259-5045. He'll tell you how to get there "just in time."

TOLEDO EDISON

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Circle 52 on Brochure Service Card

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	4,138.7	....	....
MANUFACTURING	1,103.6	40.1	10.07
DURABLE GOODS	755.4	40.0	10.37
Lumber and Wood Products—**SIC 24**	12.2	38.9	7.24
Furniture and Fixtures—**SIC 25**	13.6	39.0	7.61
Stone, Clay, and Glass Products—**SIC 32**	54.1	40.7	9.26
Primary Metal Industries—**SIC 33**	113.3	39.1	12.29
Fabricated Metal Products—**SIC 34**	135.0	39.6	10.07
Machinery, Except Electrical—**SIC 35**	179.3	39.7	9.89
Electric & Electronic Equipment—**SIC 36**	93.2	39.5	9.28
Transportation Equipment—**SIC 37**	122.0	41.9	12.10
Instruments and Related Products—**SIC 38**	19.9	39.2	7.24
NONDURABLE GOODS	348.3	40.4	9.38
Food and Kindred Products—**SIC 20**	66.9	41.2	9.37
Textile Mill Products—**SIC 22**	4.3	39.1	6.77
Apparel and Other Textile Products—**SIC 23**	16.6	37.0	5.88
Paper and Allied Products—**SIC 26**	35.7	43.1	9.12
Printing and Publishing—**SIC 27**	63.2	37.3	9.61
Chemicals and Allied Products—**SIC 28**	65.7	41.0	10.17
Petroleum and Coal Products—**SIC 29**	9.5	44.2	13.40
Rubber and Plastics Products, NEC—**SIC 30**	80.7	40.5	9.41
Leather and Leather Products—**SIC 31**	5.6	37.2	5.26

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (C) = Cleveland.

Akron 4, 17, 18, 24, 38, 45, 48
Barberton 2, 4, 5 (Akron)
Bowling Green 4 (Toledo)
Brook Park (C)
Brunswick (C)
Canton 2, 4, 5 (Akron)
Cincinnati 2, 4 to 9, 11, 12, 19, 23, 25, 27, 36, 38, 39, 42 to 46, 48
Cleveland 2, 4 to 6, 8, 13 to 15, 17 to 22, 25 to 29, 32 to 36, 38 to 41, 44 to 48
Cleveland Heights (C)
Columbus 2, 4 to 6, 12, 14, 16, 18, 19, 24, 25, 27, 28, 30, 37, 39, 41, 43 to 46, 48
Cuyahoga Falls 2, 4 (Akron)
Dayton 2, 4, 25, 27, 31, 38, 43 to 46, 48
East Cleveland (C)
Elyria 2, 4 (C)
Euclid 4, 5 (C)
Fairborn 4 (Dayton)
Fairfield (Cincinnati)
Findlay 4, 5 (Lima)
Garfield Heights (C)
Hamilton 5 (Cincinnati)
Kent 2, 4, 5 (Akron)
Kettering (Dayton)
Lakewood (C)
Lancaster 12 (Columbus)
Lima 2, 5, 7, 43
Lorain 2, 5 (C)
Mansfield 2, 4, 18
Maple Heights (C)
Marion 2, 4, 5 (18 through Galion)
Massillon 2, 4, 5 (Akron)
Mentor 4, 5 (C)
Middletown 2, 4 (Dayton)
Newark 2, 4 (Columbus)
North Olmstead (C)
Norwood 2, 4, 5 (Cincinnati)
Parma 2 (C)
Portsmouth 2, 5 (Huntington, WV)
Sandusky 4, 5 (C)
Shaker Heights (C)
South Euclid (C)
Springfield 4, 7 (Dayton)
Steubenville 4, 5 (Pittsburgh, PA)
Stow (Akron)
Strongsville 2 (C)
Toledo 1 to 7, 17, 21, 25, 27, 30, 38, 44 to 46
Upper Arlington (Columbus)
Warren 2, 4 (Youngstown)
Youngstown 2, 4, 10, 18, 21, 24, 45
Zanesville 2, 5 (Columbus)

Railroads

1. Ann Arbor
2. Baltimore & Ohio
3. Grand Trunk Western
4. Conrail
5. Norfolk & Western
6. Norfolk Southern
7. Detroit, Toledo & Ironton
8. Cuyahoga Valley
9. Southern
10. Pittsburgh & Lake Erie
11. Seaboard
12. Chesapeake & Ohio

Airlines

13. Air Canada
14. Air Florida
15. Air Ontario
16. Air Virginia
17. Air Wisconsin
18. Allegheny Commuter
19. American
20. American Int'l
21. BAS Airlines
22. Best Airlines
23. Britt Airways
24. Christman Air System
25. Comair
26. Continental
27. Delta
28. Eastern
29. Freedom Airlines
30. Frontier
31. Midstate Airlines
32. Midway Airlines
33. New York Air
34. Northwest
35. Ozark
36. Pan American
37. People Express
38. Piedmont
39. Republic

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MENTOR, OHIO... *The City That Treats You Right.*

Only 30 minutes drive from downtown Cleveland, on the shores of Lake Erie, Mentor puts you near the crowd but not in it. A city that welcomes business and industry, Mentor is proud of its well-planned, well-serviced and spacious industrial parks. Mentor supports your company's success with responsive city goverment and strong financial assistance.

Our abundant water and natural gas, diverse labor market, complete transportation network, and proximity to Canadian, U.S. and world markets, makes Mentor the right place for your company. And our quality of life attracts top professionals in many fields. It's easy to get comfortable in a city that treats you right.

For more information, contact George Smerigan, Mentor Department of Community Development,
8500 Civic Center Blvd., Mentor, Ohio 44060 (216) 255-1100

Mentor

Circle 51 on Brochure Service Card

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Akron 12/78	Canton 5/78	Cincinnati, O. Ky.-Ind. 7/83	Cleveland 9/83	Columbus 10/83	Dayton 12/82	Toledo O.-Mich. 6/83
Office, professional & technical							
Clerks, payroll	5.32	5.39	7.78	7.57	8.15	7.40	8.24
Secretaries	6.13	5.36	8.99	8.73	8.10	8.03	9.44
Stenographers	4.33	NA	8.31	7.45	7.74	7.18	9.16
Switchbd opr-receptionists	4.03	3.74	5.85	5.97	5.69	5.33	5.65
Drafters V	8.15	8.06	11.01	11.54	9.78	11.21	13.43
Electronic technicians	7.40	NA	9.36	9.64	10.61	8.68	11.26(a)
Computer operators	NA	NA	8.53	8.81	8.14	8.06	8.54
Computer programmers (business)	NA	NA	11.45	11.09	10.14	11.46	10.68
Maintenance & powerplant (men)							
Carpenters	7.89	8.05	10.59	11.96	11.12(a)	12.94	11.14(a)
Electricians	8.21	8.20	11.59	12.80	11.78	12.84	12.83
Engineers, stationary	8.37	7.95	12.39	11.94	11.94	12.06	12.67
Machinists	7.95	8.58	11.28	11.66	11.22	9.79	12.66
Mechanics (machinery)	7.96	7.91	10.38	12.49	11.22	12.78	12.37
Tool & die makers	NA	7.72	12.45	12.46	13.61	13.21	12.90
Custodial & material movement (men)							
Guards and watchmen	2.95	6.57	8.86	9.69	9.04	10.35	10.43(c)
Janitors, porters, & cleaners	6.28	5.73	8.45	9.52	7.80	9.97	9.59
Laborers, material handling	7.01	6.18	8.64	9.48	8.75	10.25	9.51
Shipping & receiving clerks	5.83	5.15	8.25	8.51	8.12	7.55	8.72
Truckdrivers	7.00	6.94	10.00	10.12	9.49	9.19	10.31
Forklift operators	7.01	5.97	9.17	10.56	8.27	10.08	10.04

(a) Mfg. & non-mfg. combined
(c) Men & Women

40. Simmons Airlines
41. Sundorph Aeronautical
42. Tennessee Airways
43. Trans Midwest Airlines
44. TWA
45. United
46. USAir
47. Vee Neal
48. Wright/Aeromech Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Akron — 1e, 2g
Barberton — 1e, 2g
Beaver Creek — 9g
Bowling Green — 8e, 3g
Brook Park — 4e, 2g
Brunswick — 1e, 3g
Canton — 5e, 2g
Cincinnati — 7eg
Cleveland — 4e, 10e, 2g
Cleveland Heights — 4e, 2g
Columbus — 6e, 18e, 3g
Cuyahoga Falls — 15e, 2g
Dayton — 9eg
East Cleveland — 4e, 2g
Elyria — 1e, 3g
Euclid — 4e, 2g
Fairborn — 1e, 9eg
Fairfield — 7e
Findlay — 5e, 3g
Garfield Heights — 4e, 2g
Hamilton — 11eg

Planning a business expansion?

The East Ohio Gas Company can put it all together for you,

1. Site Recommendations
2. Financing Assistance
3. Energy/Utility Services
4. Transportation Facilities
5. Labor Analysis
6. Tax Structures/Incentives
7. Community Profiles
8. Planning/Coordination

For More Information:

Call or Write:
Mr. Gary G. Evans
The East Ohio
Gas Company
P.O. Box 5759
Cleveland, Ohio 44101

THE
EAST OHIO
GAS
COMPANY
PART OF THE
CONSOLIDATED
NATURAL GAS
SYSTEM

**and we can do it across Ohio.
Call: (216) 623-4800**

Circle 50 on Brochure Service Card

OHIO

Kent — 1e, 2g
Kettering — 9eg
Lakewood — 4e, 2g
Lancaster — 5e, 13g
Lima — 5e, 14g
Lorain — 1e, 3g
Mansfield — 1e, 3g
Maple Heights — 4e, 2g
Marion — 1e, 3g
Massillon — 1e, 2g
Mentor — 4e, 2g
Middletown — 7eg
Newark — 5e, 3g, 12g
North Olmsted — 4e, 2g
Norwood — 7eg
Parma — 4e, 3g
Portsmouth — 5e, 3g
Sandusky — 1e, 3g
Shaker Heights — 4e, 2g
South Euclid — 4e, 2g
Springfield — 1e, 3g
Steubenville — 5e, 3g
Stow — 1e, 2g
Strongsville — 4e, 3g
Toledo — 17e, 3g
Upper Arlington — 6e, 3g
Warren — 1e, 2g
Youngstown — 1e, 2g
Zanesville — 5e, 3g, 12g

1. Ohio Edison Co.
   76 S. Main St., Akron 44308
2. East Ohio Gas Co.
   1717 E. Ninth St., Cleveland 44114
3. Columbia Gas of Ohio, Inc.
   99 N. Front St., Columbus 43215
4. Cleveland Elec. Illum. Co.
   55 Public Sq., Cleveland 44101
5. Ohio Power Co.
   301 Cleveland Ave. S.W., Canton 44702
6. Columbus and S. Ohio Elec. Co.
   215 N. Front St., Columbus 43215
7. Cincinnati Gas & Electric Co.
   139 E. 4th St., Cincinnati 45202
8. Bowling Green Electric Dept.
   304 N. Church, Box 388, Bowling Green 43402
9. Dayton Power & Light Co.
   Courthouse Plaza SW, P.O. Box 1247
   Dayton 45401
10. Cleveland Div. of Light & Power
    1201 Lakeside Ave., Cleveland 44114
11. Hamilton Dept. of Public Utilities
    20 High St., Hamilton 45011
12. National Gas & Oil Corp.
    1500 Granville Rd., Newark 43055
13. Lancaster Municipal Gas Co.
    1507 E. Main St., Lancaster 43130
14. West Ohio Gas Co.
    319 W. Market St., Lima 45801
15. Cuyahoga Falls Elec. System
    2550 Bailey Rd., Cuyahoga Falls 44221
17. Toledo Edison Co.
    300 Madison Ave., Toledo 43652
18. Columbus Elec. Div.
    90 W. Broad St., Columbus 43215

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,300	63,000
Masonry	80	5,500
Clays	1,433	6,568
Gypsum	144	1,600
Lime	1,640	79,504
Peat	W	W
Salt	3,676	98,631
Sand & gravel	27,860	99,900
Stone:		
Crushed	29,600	103,900
Combined value of abrasives, gem stones, stone (dimension), and values indicated by the symbol W		3,440
Grand Total Ohio 1982		**462,043**

* = thousand short tons
W = withheld to avoid disclosing company proprietary data

Environment Controls

Air Pollution

Charles Taylor, Ohio Environ. Protection Agency, Office of Air Pollution Control, P.O. Box 1049, Columbus, 43216, 614/466-6116

Water Pollution

Andrew Turner, Ohio Environ. Protection Agency, Div. of Water Pollution Control, same address as above, 614/466-7427

Robert S. McEwen, Ohio Environ. Protection Agency, Div. of Public Water Supply, same address as above, 614/466-8307

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F		Degree Days	
	Jan.	Jul.	Heating	Cooling
Akron	25	72	6241	625
Canton	25	72	6241	625
Cincinnati	30	76	4950	1159
Cleveland	26	72	6178	612
Columbus	27	74	5686	862
Dayton	27	75	5689	947
Findlay	24	73	6262	755
Hamilton	30	75	5052	1059
Lancaster	27	73	5803	832
Lima	26	74	5910	849
Mansfield	25	72	6249	652
Newark	27	73	5686	780
Portsmouth	32	76	4702	1137
Sandusky	26	74	6016	821
Steubenville	28	73	5587	762
Toledo	23	72	6570	622
Warren	26	71	6241	579
Xenia	28	73	5559	800
Youngstown	24	70	6560	485

Industrial Development Counselors

State Development Agency

Dietzel, Alfred S., Dir.
Ohio Dept. of Dev.
State Office Tower
30 E. Broad St.
Columbus, 43216
614/466-2480

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

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Columbus, OH 43229
614/846-5757
George T. Ashton, Director
Community & Industrial Development

Circle 49 on Brochure Service Card

Utilities, Banks, Areas & Others

Akron
Stewart, Harry B., V.P. Econ. Dev. & Res.
Regional Dev. Bd.
One Cascade Plaza, 8th Fl., 44308
216/376-5550

Canton
Kennedy, Richard A., Jr., Econ. Dev. Mgr.
Gtr. Canton Chamber of Comm.
P.O. Box 1044, Downtown Station
44701-1044
216/456-7253

Cincinnati
Keller, Jerome A.
Area Dev. Representative
Cincinnati Gas & Electric Co.
P.O. Box 960, 45201
513/632-2597

Wuenker, James A., Econ. Dev. Dir.
Gtr. Cincinnati Chamber of Comm.
120 W. 5th St., 45202
513/579-3100

Cleveland
Dechant, Richard L., C.I.D.
Sr. V.P., Program Dev.
Gtr. Cleveland Growth Assoc.
690 Union Commerce Bldg., 44115
216/621-3300 Ext. 280

Evans, Gary, Mgr. Econ. Dev.
The East Ohio Gas Co.
1717 E. Ninth St., 44114
216/348-6444

Columbus
Ashton, George T., Ind. Dev. Dir.
Buckeye Power, Inc.
6677 Busch Blvd.
P.O. Box 29149, 43229
614/846-5757

Director
Vantage Co. of Columbus
Westbelt Bus. Park
4259 Diplomacy Dr., 43228
614/876-7092

Minshall, Dr. Charles W., Sr. Scientist
Batelle Memorial Inst.
505 King Ave., 43201
614/424-6469

Covington
Johnson, M. Winston, Area Dev. Rep.
Union Light, Heat & Power Co.
P.O. Box 960, Cincinnati, 45201
513/632-2596

Dayton
Ferguson, Tom R., Pres.
Dayton Dev. Council
1940 Kettering Tower, 45423
800/221-8235 (outside Ohio)
800/221-8234 (in Ohio)

Hamilton
Landi, Patrick J., Dir. Comm. Dev.
City of Hamilton
Monument at High St., 45011
513/868-5855

Lima
Bassitt, William L., Dir.
Econ. Dev. for Allen Cty.
Allen Cty. Courthouse 45802
419/228-3700 Ext. 238

Grimm, Lloyd D., Ind./Econ. Dev.
West Ohio Gas Co.
319 W. Market St., 45802
419/224-2065

Mentor
Smerigan, George, Dir.
Mentor Dept. of Comm. Dev. 44060
216/255-1100 or 942-8796

Williams, Marva, Loan Pkgr.
MEACO
8500 Civic Center Blvd., 44060
216/255-1864

Portsmouth
Gulker, Gary D., Bus. Dev. Mgr.
Scioto Econ. Dev. Corp.
P.O. Drawer 1606, 45662
614/354-7779

Toledo
Dick, Donald F., Area Dev. Dir.
Toledo Edison Co., Edison Plaza
300 Madison Ave., 43652
419/259-5045

Youngstown
Eckman, N. Laird, C.I.D., Dpty. Dir.
Mahoning Valley Econ. Dev. Corp.
3200 Belmont Ave., 44505
216/759-3668

WISCONSIN

State Information

Financial assistance to industry:

Industrial revenue bonds for buildings, land, equipment and machinery and pollution abatement
Aid for job training

Tax rates:

Corporate income tax 7.9%
Sales formula changed to further aid companies with out-of-state sales
Income TAX CREDIT for sales taxes paid on fuel and electricity used in manufacturing
Major REDUCTION for multi-state companies through income formula
Use of federal accelerated depreciation
Personal income tax 3.4-10.0%
RATES REDUCED IN 1979, top rate now 10% on net income of $51,600 or more, tax brackets indexed to account for inflation
Personal income tax ....
Federalization of capital gains deduction
Inheritance & gift taxes
Effective July 1, 1982, transfers between spouses are no longer subject to gift or inheritance taxes.
Property tax(state average) ... $18.68/M
All inventories EXEMPT
Machinery and equipment used in production EXEMPT
Waste treatment facilities EXEMPT
Reduction of general property taxes through General Property Tax Relief
Sales tax 5%
Machinery and equipment used in production EXEMPT
Waste treatment equipment EXEMPT
Materials used in waste treatment real property construction and repair EXEMPT
Incorporation tax $1.25/M
Gasoline tax .... $.15/gal.

Advanced education facilities:

Four-year colleges and universities 44
Two-year or junior colleges 14
Vocational and business schools 40

Medical facilities:

Hospitals 144
Clinics .... NA

Labor analysis:

High school graduates 1,874,385
Mfg. workers in unions 28.5%

Source: **Wisconsin Department of Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
WISCONSIN	4,705.3	4,796.8
Appleton	56.0	59.9
Beloit	35.2	35.0
Brookfield	34.0	NA
Eau Claire	51.5	53.4
Fond du Lac	35.9	NA
Green Bay	87.9	88.9
Greenfield	31.5	NA
Janesville	51.1	52.3
Kenosha	77.7	77.8
La Crosse	48.3	49.1
Madison	170.6	172.3
Manitowoc	32.5	NA
Menomonee Falls	27.8	NA
Milwaukee	636.2	622.7
New Berlin	30.5	NA
Oshkosh	49.7	49.2
Racine	85.7	84.3
Sheboygan	48.1	48.4
Superior	29.6	29.5
Waukesha	50.3	52.8
Wausau	32.4	32.7
Wauwatosa	51.3	50.2
West Allis	64.0	62.6

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
*Appleton—Oshkosh—Neenah	291.3	295.8
*Duluth, MN—WI	266.7	268.2
Eau Claire	130.5	135.4
Green Bay	175.3	179.8
Janesville—Beloit	139.4	141.3
Kenosha	123.1	124.1
La Crosse	91.1	93.9
Madison	323.5	332.4
Milwaukee	1,397.1	1,401.7
Minneapolis—St. Paul, MN—WI	2,114.3	2,193.6
Racine	173.1	174.1
Sheboyan	100.9	102.4
Wausau	111.3	115.4

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
WISCONSIN	496.3	41.4	9.68
Appleton—Oshkosh	44.7	42.7	9.47
Eau Claire	9.0	40.8	9.39
Green Bay	21.9	42.3	10.08
Janesville—Beloit	18.8	42.1	11.89
Kenosha	18.0	42.6	12.09
La Crosse	9.7	39.0	8.78
Madison	19.6	41.0	9.18
Milwaukee	155.7	41.0	10.77
Racine	23.4	41.1	10.22

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
WISCONSIN	2,417.9	198.0	8.2
Appleton—Oshkosh	151.7	12.0	7.9
Eau Claire	60.9	4.7	7.7
Green Bay	97.5	7.4	7.6
Janesville—Beloit	72.4	6.8	9.4
Kenosha	61.1	4.9	8.1
La Crosse	50.5	3.6	7.2
Madison	193.6	11.1	5.7
Milwaukee	707.8	62.2	8.8
Racine	82.2	7.9	9.6

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Industry, Labor and Human Relations, P.O. Box 7903, Madison, 53707, 608/266-3161

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,867.2	....	....
MANUFACTURING	496.3	39.6	9.37
DURABLE GOODS	308.3	39.2	9.61
Lumber and Wood Products—**SIC 24**	18.8	38.3	6.89
Furniture and Fixtures—**SIC 25**	5.6	39.0	6.91
Stone, Clay, and Glass Products—**SIC 32**	7.2	40.6	8.78
Primary Metal Industries—**SIC 33**	20.2	38.1	9.29
Fabricated Metal Products—**SIC 34**	49.7	38.9	9.46
Machinery, Except Electrical—**SIC 35**	104.3	39.6	10.72
Electric & Electronic Equipment—**SIC 36**	49.6	39.1	8.97
Transportation Equipment—**SIC 37**	29.0	40.7	12.06
Instruments and Related Products—**SIC 38**	10.7	37.7	7.87
NONDURABLE GOODS	188.0	40.1	9.00
Food and Kindred Products—**SIC 20**	64.7	39.5	8.90
Textile Mill Products—**SIC 22**	4.2	38.6	6.57
Apparel and Other Textile Products—**SIC 23**	5.8	36.0	5.48
Paper and Allied Products—**SIC 26**	46.7	43.8	9.87
Printing and Publishing—**SIC 27**	31.9	38.5	10.36
Chemicals and Allied Products—**SIC 28**	9.6	39.7	9.92
Rubber and Plastics Products, NEC—**SIC 30**	16.3	38.9	7.65
Leather and Leather Products—**SIC 31**	8.6	37.4	6.38

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Appleton 1, 3, 10
Beloit 1, 2, 11
Brookfield 2 (Milwaukee)
Eau Claire 1, 3, 16, 21
Fond du Lac 1, 3 (Oshkosh)
Green Bay 1, 2, 4, 10, 13, 17, 21, 22
Greenfield 2 (Milwaukee)
Janesville 1, 2 (Beloit)
Kenosha 1 (Milwaukee)
La Crosse 1, 2, 6, 17, 21
Madison 1, 2, 15, 16, 18 to 21
Manitowoc 1, 3, 8, 9, 22
Menomonee Falls (Milwaukee)
Milwaukee 1, 2, 3, 5, 10, 12 to 14, 16 to 23
New Berlin 1 (Milwaukee)
Oshkosh 1, 3, 10, 21
Racine 1, 2 (Milwaukee)
Sheboygan 1,11
Superior 1, 2, 3, 6 (Duluth, MN)
Waukesha 1, 2, 3 (Milwaukee)
Wausau 1, 2 (17, 21 through Central Wisconsin)
Wauwatosa 1, 2, 3 (Milwaukee)
West Allis 1, 2, 3 (Milwaukee)

Railroads

1. Chicago & North Western
2. Milwaukee Road
3. Soo Line
4. Green Bay & Western
5. Grand Trunk Western
6. Burlington Northern
8. Ann Arbor
9. Chesapeake & Ohio

Airlines

10. Air Wisconsin
11. American Central
12. Comair
13. Continental
14. Eastern
15. Frontier
16. Lakeland Commuter Airlines
17. Midstate Airlines
18. Mississippi Valley
19. Northwest
20. Ozark
21. Republic
22. Simmons Airlines
23. United

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Appleton — 9e, 5g
Beloit — 2eg, 1g
Brookfield — 9e, 5g, 10g
Eau Claire — 3eg
Fond du Lac — 2eg
Green Bay — 4eg
Greenfield — 9e, 5g, 10g
Janesville — 2eg
Kenosha — 9e, 5g
La Crosse — 3eg
Madison — 6e, 2g
Manitowoc — 7e, 8g
Menomonee Falls — 9e, 10g
Milwaukee — 9e, 5g, 10g
New Berlin — 9e, 5g
Oshkosh — 4eg
Racine — 9e, 5g
Sheboygan — 2e, 4g
Superior — 11eg
Waukesha — 9e, 5g
Wausau — 4e, 8g
Wauwatosa — 9e, 10g
West Allis — 9e, 10g

1. S. Beloit Water, Gas & Electric Co.
   Box 629, Beloit 53511
2. Wisconsin Power & Light Co.
   222 W. Washington Ave., Madison 53703
3. Northern States Power Co. (Wisc.)
   100 N. Barstow St., Eau Claire 54701
4. Wisconsin Public Service Corp.
   700 N. Adams St., Green Bay 54301
5. Wisconsin Natural Gas Co.
   233 Lake Ave., Racine 53401
6. Madison Gas and Elec. Co.
   P.O. Box 1231, Madison 53701
7. Manitowoc Pub. Utilities
   1303 S. 8th St., Manitowoc 54220
8. Wisconsin Fuel & Light Co.
   402 N. 10th St., Manitowoc 54220
9. Wisconsin Elec. Power Co.
   231 W. Michigan St., Box 2046, Milwaukee 53201
10. Wisconsin Gas Co.
    626 E. Wisconsin Ave., Milwaukee 53202
11. Superior Water, Light & Power Co.
    1230 Tower Ave., Superior 54880

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Green Bay 8/83	Milwaukee 5/83	Minneapolis-St. Paul-Minn-Wisc 1/83
Office, professional & technical			
Clerks, payroll	7.68	7.09	6.99
Secretaries	8.69	8.39	7.54
Stenographers	NA	7.26	6.43
Switchbd opr-recept's	5.86	6.47	6.03
Drafters V	10.74(d)	11.40	12.28
Electronics technicians	NA	12.26(a)	10.34
Computer operators	7.84	8.34	7.66
Computer programmers (business)	9.74	10.23	12.13
Maintenance & powerplant (men)			
Carpenters	NA	12.14	12.44
Electricians	12.16	13.47	13.07
Engineers, stationary	NA	11.86	12.56
Machinists	11.82	13.96	12.47
Mechanics (machinery)	11.34	11.64	11.08
Tool & die makers	NA	13.77	12.92
Custodial & material movement (men)			
Guards & watchmen	NA	9.25	8.84*
Janitors, porters & cleaners	8.63	9.12	7.86
Laborers, mat'l handling	9.03	9.46	8.78
Ship & receive clerks	NA	8.10	8.40
Truckdrivers	8.79	8.94	12.44
Forklift operators	9.01	9.68	9.84

*Computed from available statistics
(a) Mfg. & non-mfg. combined.
(d) Drafters, no class distinction

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Lime	310	17,468
Peat	10	534
Sand & gravel	20,700	53,000
Stone:		
Crushed	11,400	36,000
Dimension	37	2,644
Combined value of abrasive stone, cement and iron ore		13,738
Grand Total Wisconsin 1982		**123,384**

* = thousand short tons except as noted

Environment Controls

Air & Water Pollution

Bureau of Environ. Impact, Dept. of Natural Resources, P.O. Box 7921, Madison, 53707, 608/267-7536

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Appleton	15	71	7728	515
Beloit	20	74	6611	791
Eau Clair	10	71	8463	472
Fond Du Lac	16	71	7568	521
Green Bay	14	70	8143	381
La Crosse	14	73	7540	683
Madison	16	71	7642	467
Manitowoc	18	70	7517	388
Milwaukee	19	71	7326	470
Oshkosh	15	71	7692	523
Racine	20	72	6919	591
Sheboygan	20	71	7232	428
Superior	9	66	9378	192
Waukesha	18	72	7194	570
Wausau	11	69	8565	371

Industrial Development Counselors

State Development Agency

Flynn, James T., Lt. Gov., Sec'y
Wisconsin Dept. of Dev.
123 W. Washington Ave.
P.O. Box 7970
9th Fl., Loraine Bldg.
Madison 53707
608/266-1018

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Beloit

Lamb, Robert G., Comm. Dev. Dir.
City of Beloit
100 State St., 53511
608/364-6700 Ext. 703

Evansville

Vercauteren, Patrick J., Econ. Dev. Mgr.
Evansville Chamber of Comm.
329 Main St., 47708
812/425-8147

Fond Du Lac

Glaman, Dennis G., C.I.D., Pres.
Advent II, Inc.
1707 E. Pioneer Rd., P.O. Box 345, 54935
414/921-9135

Madison

Young, Don F., C.I.D.
Area Dev. Consult.
Wisconsin Power & Light Co.
222 W. Washington Ave.
P.O. Box 192, 53701
608/252-3252

Milwaukee

Hoffman, Richard W., 1st. V.P.
First Wisconsin Nat'l Bank of Milwaukee
777 E. Wisconsin Ave. 53202
414/765-5220

Krause, Larry D., Dev. Dir.
Opus Corp., First Wisconsin Center
777 E. Wisconsin Ave., Suite 2980, 53202
414/271-2980

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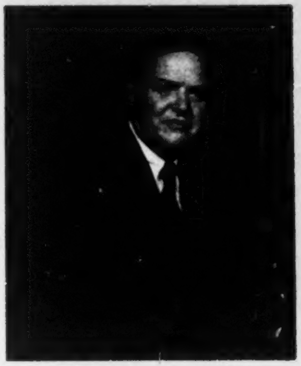

Joseph M. Farley, President

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Alabama Power

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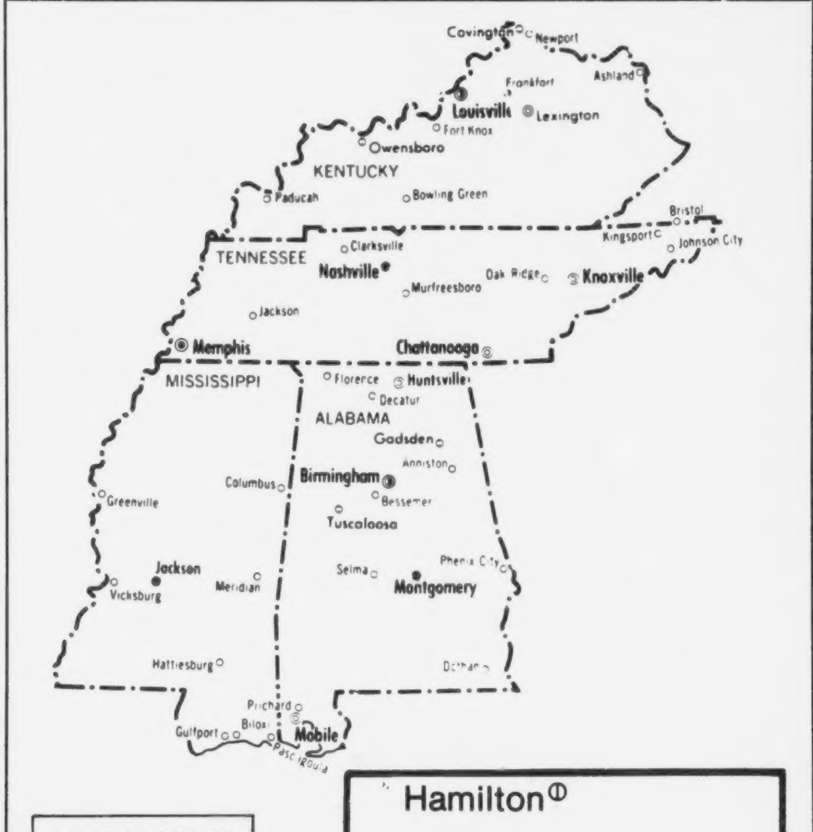
Regional Review

by Bill L. Teuton, C.I.D.

1983 was a banner year for industrial growth in the East South Central region; companies that moved here during the great boom of industrial movement to the south are beginning to create more jobs as they expand in their new locations. The number of expansions announced by companies already located in Tennessee was a highlight of the year. "Most of the investments and new jobs are coming from firms that have learned that 'Made in Tennessee' means quality and productivity," explained Governor Lamar Alexander.

The area's comparative advantages have traditionally included low-cost labor, relatively inexpensive energy, plentiful natural resources, and above-average productivity. Even though professional developers do not sell the area to companies on the basis of low wages any more, there is still a preponderance of low-paying industry. Manufacturers locating in the region during the last decade have employed more semi-skilled workers, but low-wage industries still account for more employees.

Labor attitudes and productivity have always been good draws for the area. Mississippi, Alabama and Tennessee have consistently ranked high in manufacturing non-unionization. Kentucky has generally been ranked lower, although James T. Catlett, executive director of the South Kentucky Industrial Development Association, reports that companies preferring a non-union atmosphere have found communities in Kentucky suitable for their needs. He adds that the 28 counties of southern Kentucky have rejected unionization attempts in 95% of their elections in



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Mr. Teuton is president of DLD Associates, a Martin, Tenn. consulting firm specializing in community development and plant location.

the past three years.

Fabricated metal products, nonelectrical machinery, food processing, printing, electronic components, and defense-related products have been major industrial strengths in the region over the past ten years. The lumber and furniture industries have traditionally been major employers throughout the region's industrial history, but they have decreased employment rapidly in recent years—one reason being their tie to the recession-ravaged housing industry.

Courting companies. The states have been actively pursuing ways to lure new business investment. In Alabama, the state established five regional offices to help business start up and expand. Governor Wallace created the Alabama Research Institute, alloting it $10 million in endowment capital to provide basic and applied research grants to state colleges and universities for economic development purposes. Legislation was passed planning an industrial site preparation grant program and a revolving loan pool to fund the construction of speculative manufacturing buildings.

The Kentucky legislature has been busy improving and adding laws to attract new business. Improvements in workmen's compensation and tax rates are among their recent achievements. In 1984 legislative meetings, two issues likely to be discussed are "right to work" laws and lowering of state inventory taxes.

Tennessee has established an office of high technology to assist applicable new businesses. To upgrade education levels, a special legislative session called by Governor Alexander enacted the "Master Teacher Plan," which will motivate teachers to greater achievement by providing financial and status incentives.

Bill Hackett, director of Mississippi's Economic Development Department, says that business development, foreign trade, sports activities, tourism, education and training will be emphasized in coming years to make the state more competitive. Education played a big role in last year's legislative activities.

Service vs. manufacturing. Although the nation as a whole seems to be shifting toward a service-oriented industrial base, the East South Central area is expected to retain its manufacturing flavor. Bill Hackett predicts that some growth should occur in nearly all manufacturing categories during the coming year, but that the greatest increase will likely be in durable products—particularly metal working, electrical machinery, and non-electrical machinery. However, he is not unaware of the need to woo service industries as well: "I believe it is important to both recognize and foster the potential for manufacturing in Mississippi. But it is of equal importance to understand the new economic trends that will have an increasing effect upon the growth of the state."

Mike McCain, assistant director of the Alabama Development Office, agrees. He notes a definite shift in the kind of new manufacturers entering the state. Fewer original equipment, tire and primary metals manufacturers have moved in, and more manufacturers of electronics and defense products have taken up residence.

Despite the stirrings of high tech activity, Industry Week editor Stanley Modic, in an address before the Governor's Economic Development Conference in Nashville, projected a manufacturing employment increase in that state of about 10% over the next 6-8 years. He indicated that the manufacturing base in Tennessee is firm and is expected to stay that way. The state—and the region as a whole—has as much to gain by ensuring that the present manufacturing base remains healthy as it does in developing a service-based economy.

Certainly the region's economic developers will continue to draw emerging technology industries and service-oriented firms, but not at the expense of ignoring the established industrial base. Smokestack industries are not going to disappear from the American industrial scene, and those industries are a necessary ingredient of a healthy economy.

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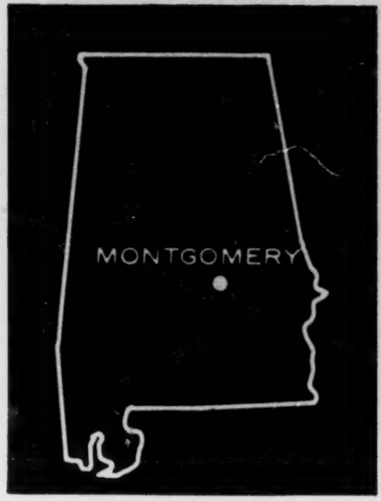

ALABAMA

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land and equipment
- Bonds for pollution control
- Aid for job training
- Site preparation grants
- AL Ind. Dev. Training Institute (Pre-employment training for new and expanding industries)

Howard, George, Dir.
AL Ind. Dev. Training Institute
2540 Fairland Dr., Executive Park
Bldg. 4, Suite 15
Montgomery, 36116
205/832-3466

Tax rates:

Corporate income tax (Federal income tax deducted before state tax computed)	5%
Personal income tax	1½%-5%
Personal property tax	varies
Raw materials, goods in process of finished goods inventory (A constitutional amendment was passed in November, 1978, which exempts all business inventories from ad valorem taxation.)	none
Sales tax	4%
Equip. and machinery tax	1½% of selling price
Franchise and incorp. tax	$10 per $100 for domestic corp. $3 per $1000 for foreign corp.
Gasoline tax	$.11/gal.
Motor fuels (diesel)	$.12/gal.

Advanced education facilities:

Four-year colleges and universities	32
Two-year or junior colleges	21
Vocational and business schools	29

Medical facilities:

Hospitals	137
Clinics, County Health Dept.	67
Rural Health Clinics	15

Labor analysis:

Civilian labor force	1.74 million
Manufacturing	334,500
Non-manufacturing	977,500

Source: **Alabama Development Office**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
ALABAMA	3,890.1	3,991.8
Anniston	29.5	29.1
Auburn	28.5	NA
Bessemer	31.7	32.2
Birmingham	284.4	281.3
Decatur	42.0	43.3
Dothan	48.8	52.0
Florence	37.0	37.9
Gadsden	47.6	46.5
Huntsville	142.5	143.3
Mobile	200.5	205.1
Montgomery	178.2	187.0
Phenix City	26.9	NA
Prichard	39.5	NA
Selma	26.7	NA
Tuscaloosa	75.1	77.4

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Anniston	116.9	122.4
Birmingham	847.4	903.1
Columbus, GA—AL	239.2	238.5
Dothan	NA	126.3
Florence	135.0	138.9
Gadsden	103.1	104.5
Huntsville	308.6	198.5
Mobile	442.8	459.2
Montgomery	272.7	285.1
Tuscaloosa	137.5	142.2

NA = not available

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALABAMA	334.5	41.7	7.63
Birmingham	48.2	41.7	7.99
Huntsville	41.5	NA	NA
Mobile	26.1	41.2	10.17
Montgomery	14.7	NA	NA
Tuscaloosa	8.0	NA	NA

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
ALABAMA	1,740.4	211.5	12.2
Birmingham	388.1	46.9	12.1
Huntsville	158.5	14.2	8.9
Mobile	197.0	28.2	14.3
Montgomery	125.6	13.1	10.4
Tuscaloosa	55.6	6.1	11.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Industrial Relations, 649 Monroe St., Montgomery, 36130, 205/832-5279

Environment Controls

Air & Water Pollution

Joe Broadwater, Dir., Dept. of Environ. Mgt. (one-stop permitting), 2721 Gunter Park Dr. W., Montgomery, 36109, 205/277-3630

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Birmingham 3/78	Huntsville 2/83
Office, professional & technical		
Clerks, payroll	4.86	5.68
Secretaries	5.59	6.95
Stenographers	4.31	NA
Switchbd opr-recept's	4.08	5.40
Drafters V	7.70	10.21
Electronics technicians	NA	*7.28
Computer operators	NA	7.09
Computer programmers (business)	NA	11.48
Maintenance & powerplant (men)		
Carpenters	6.68	9.07
Electricians	7.24	10.89
Engineers, stationary	NA	11.53
Machinists	7.15	9.98
Mechanics (machinery)	7.14	12.01
Tool & die makers	7.24	10.23
Custodial & material movement (men)		
Guards & watchmen	4.76	6.17
Janitors, porters & cleaners	4.68	7.38
Laborers, mat'd hdlg	4.41	6.80
Shipping & receiving clerks	NA	6.72
Truckdrivers	4.96	5.86
Forklift operators	4.78	7.09

*Computed from available statistics

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,315.0	....	....
MANUFACTURING	337.0	38.5	7.33
DURABLE GOODS	158.4	38.7	7.75
Lumber and Wood Products—SIC 24	25.3	39.3	5.87
Stone, Clay, and Glass Products —SIC 32	8.6	40.4	7.61

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Dothan/Houston County Chamber Of Commerce

J. Dale Hubbard, C.I.D., President
300 N. Foster St., P.O. Box 638, Dothan, AL 36302
(205) 792-5138

Circle 58 on Brochure Service Card

Primary Metal Industries—SIC 33	29.4	37.5	11.28
Fabricated Metal Products—SIC 34	23.0	38.2	7.75
Transportation Equipment —SIC 37	22.4	38.1	8.72
NONDURABLE GOODS	178.6	38.4	6.96
Food and Kindred Products—SIC 20	26.7	39.1	5.52
Textile Mill Products—SIC 22	38.5	37.3	5.78
Apparel and Other Textile Products—SIC 23	53.2	35.2	4.93
Paper and Allied Products—SIC 26	20.9	44.7	11.12
Printing and Publishing—SIC 27	10.3	38.1	7.62
Chemicals and Allied Products—SIC 28	13.1	42.5	9.84
Rubber and Plastic Products—SIC 30	13.5	39.9	10.51

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Anniston 2, 3, 11
Auburn 3 (Columbus, GA)
Bessemer 1 to 4 (Birmingham)
Birmingham 1 to 5, 8, 10, 12 to 19
Decatur 2, 3 (Huntsville)
Dothan 3, 6, 11, 16
Florence 2, 3 (11, 16 through Muscle Shoals)
Gadsden 3, 11
Huntsville 2, 3, 10, 11, 16, 18
Mobile 2, 4, 5, 8 to 10, 12, 13, 15 to 17
Montgomery 3, 5, 7, 11 to 13, 16
Phenix City (Columbus, GA)
Prichard 5 (Mobile)
Selma 2, 3 (Montgomery)
Tuscaloosa 5, 11, 16

Railroads

1. Birmingham Southern
2. Southern
3. Seaboard
4. Burlington Northern
5. Illinois Central Gulf
6. Atlanta & Saint Andrews Bay
8. Norfolk Southern

Airlines

9. Air New Orleans
10. American
11. Atlantic Southeast
12. Continental
13. Delta
14. Dolphin Airlines
15. Eastern
16. Republic
17. Scheduled Skyways
18. United
19. USAir

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Birmingham	42	80	2943	1891
Gadsden	41	79	3160	1671
Huntsville	40	79	3279	1708
Mobile	51	82	1695	2643
Montgomery	47	82	2277	2274
Selma	48	82	2040	2433
Tuscaloosa	44	81	2675	2102

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Anniston — 1e, 2g
Auburn — 1e, 2g
Bessemer — 3e, 2g
Birmingham — 1e, 2g
Decatur — 10eg
Dothan — 4e
Florence — 6eg
Gadsden — 1e, 2g
Huntsville — 8eg
Mobile — 1e, 9g
Montgomery — 1e, 2g
Phenix City — 1e, 12g
Prichard — 1e, 9g
Selma — 1e, 2g
Tuscaloosa — 1e, 2g

1. Alabama Power Co.
   600 N. 18th St., Birmingham 35291
2. Alabama Gas Corp.
   1918 First Ave. N., Birmingham 35295
3. Bessemer Electric Service
   P.O. Box 846, Bessemer 35021
4. Dothan Electric Dept.
   126 N. St. Andrews St., Box 2128 Dothan 36302
5. Southeast Alabama Gas Dist.
   Hwy. 29 N., Andalusia 36420
6. Florence Electricity (Gas) Dept.
   110 W. College St., Box 877 (Box 1023) Florence 35630
7. Hardin County Gas Co.
   P.O. Box 357, Florence 35630
8. Huntsville Utilities
   P.O. Box 2048, Huntsville 35804
9. Mobile Gas Service Corp.
   2828 Dauphin St., Mobile 36652
10. Decatur Utilities Dept.
    P.O. Box 2232, Decatur 35602
11. Alabama-Tennessee Natural Gas Co.
    P.O. Box 918, Florence 35631
12. Phenix City Dept. of Public Utilities
    1119 Broad St., P.O. Drawer 760
    Phenix City 36868

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	2,400	96,000
Masonry	150	8,500
Clays (excl. bentonite)	1,175	12,444
Gem stones	NA	1
Lime	942	48,241
Sand & gravel	8,325	20,530
Stone:		
Crushed	20,400	88,500
Dimension	8	2,341
Combined value of native asphalt, bauxite, clays (bentonite), phosphate rock and salt		13,588
Grand Total Alabama 1982		**290,145**

* = thousand short tons except as noted
NA = not available

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For more information call or write Lawrence L. Merrihew, Vice President Industrial Development Department, 106 St. Francis St., P.O. Drawer 2527, Mobile, AL, 36622. (205) 690-1212. TWX 810/741-7908. Telex 505-528.

Circle 59 on Brochure Service Card

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"In Alabama, we believe in the free enterprise system. We know that when industry, employees, *and government* work together as partners, good things happen. Employment, productivity, and profits go up, and everybody prospers.

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☐ Free state-funded site preparation grants.
☐ Right-to-Work law.
☐ Free industrial job training.
☐ Simplified corporate laws and one-stop environmental permitting.

"But we're not resting. We also have a new state-funded advanced technology research institute and a comprehensive existing-industry assistance program.

"We mean business, and we mean to get and *keep* business. If we sound like the kind of state government you'd like to do business with, call or write me or my staff at the Alabama Development Office.

"I can assure you that with your company in three-way partnership with our industrious Alabama working people and cooperative state government, you'll profit more from your plant investment in Alabama than you could anywhere else."

Yes, Governor, Alabama *is* the kind of state where I'd like to get down to business.

☐ Send me more information.
☐ Call me.

Gov. George C. Wallace

Name ______
Title ______
Company ______
Address ______
City ______
State/Zip ______
Phone ______

Send in strictest confidence to:
Jamie "Red" Etheredge, Director, or
Mike McCain, C.I.D., Assistant Director
Alabama Development Office
State Capitol
Montgomery, Alabama 36130
(205) 263-0048 Telex 593-458 3PL

ALABAMA

A State
Cut Out For Business

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Circle 55 on Brochure Service Card

Industrial Development Counselors

State Development Agency

McCain, Mike, Asst. Ind. Dev. Dir.
Alabama Dev. Off.
State Capitol
Montgomery, 36130
205/832-6980

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Anniston
Gaymon, F. Michael, Exec. V.P.
Forward Calhoun Cty.
P.O. Box 1087, 36202
205/237-3531

Birmingham
Knight, Joseph S., Econ. Dev. Dir.
City of Birmingham
710 N. 20th St., 35203
205/254-2799
Nelson, Thornton
Ind. Dev. Dept.
Alabama Power Co.
P.O. Box 2641, 35291
205/250-2534

Decatur
Roberts, Tommy Ed, Exec. Dir.
Ind. Dev. Assoc.
P.O. Box 2003, 35602
205/353-1213
Washburn, John R., Exec. Dir.
North Alabama Ind. Dev. Assoc.
P.O. Box 1668, 35602
205/353-9450

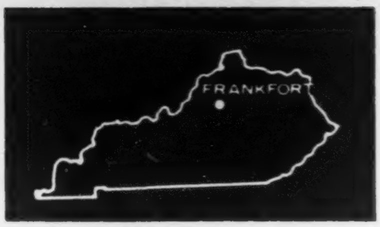
Dothan
Hubbard, J. Dale, C.I.D., Pres.
Dothan/Houston Cty. Chamber of Comm.
300 N. Foster St.
P. O. Box 638, 36302
205/792-5138

Huntsville
Nerren, Guy B., C.I.D., Gen. Mgr.
Chamber of Comm. of Huntsville-Madison Cty.
P.O. Box 408, 35804
205/533-4141

Mobile
Merrihew, Lawrence L., V.P., Ind. Dev.
Merchants National Bank
P.O. Box 2527, 36622
205/690-1593

Montgomery
Blake, Thomas L., C.I.D., Exec. V.P.
George, Randall L., C.I.D.,
Gen. Mgr. & Dir. Econ. Dev.
Area Chamber of Comm.
41 Commerce St., Box 79, 36101
205/834-5200 & 834-5204
Allen, Chuck
Ind. Dev. Dept.
First Alabama Bancshares, Inc.
P.O. Box 1448, 36102
205/832-8416

Selma
Swift, George, Exec. Dir.
Selma/Dallas Chamber of Comm.
P.O. Drawer D, 36701
205/875-7241



KENTUCKY

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land, equipment, mfrs. distribution centers, pollution control, coal conversion, transportation and minerals processing facilities, agribusiness facilities, and site development
- Recruiting, testing and job placement services

Tax rates:

Corporate income tax	3.0% to 6.0%
Personal income tax	2% to 6%
Personal property tax	$0.45 per $100 + local
Real estate tax	$0.221 per $100 + local
Sales tax	5%
Inventory tax	$0.15 per $100 $0.45 per $100 + local on finished goods only)
Equipment and machinery tax	$0.15 per $100
Incorporation tax	$0.002 to .01 per share
Franchise tax	$0.0007
Gasoline tax (of wholesale prices)	9%

Advanced education facilities:

Four-year colleges and universities	24
Two-year or junior colleges	18
Public vocational schools	87

Medical facilities

Hospitals	115
Clinics	NA

Labor analysis:

High school graduates	42,700
Mfgr. workers in unions	33%

Source: **Kentucky Department of Economic Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
KENTUCKY	3,661.4	3,750.3
Ashland	27.1	26.6
Bowling Green	40.5	42.9
Covington	49.0	49.0
Frankfort	26.0	NA
Hopkinsville	27.3	28.8
Lexington-Fayette	204.2	209.7
Louisville	298.5	286.3
Owensboro	54.5	55.3
Paducah	29.3	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Cincinnati, OH—KY—IN	1,401.4	1,406.6
Clarksville—Hopkinsville, TN—KY	150.2	158.5
Evansville, IN—KY	309.4	282.1
Huntington—Ashland, WV—KY—OH	311.4	341.7
Lexington—Fayette	318.1	327.9
Louisville, KY—IN	906.2	963.2
Owensboro	85.9	86.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
KENTUCKY	249.9	39.4	8.75
Lexington—Fayette	27.1	40.3	9.41
Louisville	85.3	40.5	10.28
Owensboro	5.9	NA	NA

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
KENTUCKY	1,651.0	165.0	10.0
Lexington—Fayette	175.6	8.6	4.9
Louisville	413.2	38.3	9.3
Owensboro	42.4	3.4	8.1

*Preliminary figures

State Employment Security Agency

For additional labor market information: Bureau of Manpower Services, 275 E. Main St., Frankfort, 40601, 502/564-7976

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Louisville Ky-Ind 11/83
Office, professional & technical	
Clerks, payroll	7.15
Secretaries	9.02
Stenographers	NA
Switchbd opr-recept's	5.87
Drafters V	14.87
Electronics technician	11.49
Computer operators	9.55
Computer programmer (business)	12.00

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Mail to: F. Michael Gaymon, Executive Vice President,
Forward Calhoun County, P.O. Box 1087, Anniston, AL 36202

- ☐ Yes, I want a closer look at Calhoun County for a ______ current project or ______ future reference.
- ☐ Please send me your complete information package.
- ☐ Please send me your video tape presentation. I have: __ ½ inch (__ Beta or __ VHS) System or ___ ¾" System.
- ☐ Please call me so I can arrange a look at Calhoun County for myself.

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Company ____________ Telephone (   ) ________

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City ________ State ______ Zip ______

Calhoun County
Worth a look

Forward Calhoun County, P.O. Box 1087, Anniston, AL 36202. *Co-sponsored by the Governor's Private Industry Council.*

Circle 57 on Brochure Service Card

Maintenance & powerplant (men)	
Carpenters	12.06
Electricians	13.13
Engineers, stationary	11.42
Machinists	12.73
Mechanics (machinery)	13.22
Tool & die makers	NA
Custodial & material movement (men)	
Guards & watchmen	9.15
Janitors, porters & cleaners	9.08
Laborers, mat'l hdlg	9.31
Shipping & receiving clerks	7.82
Truckdrivers	9.57
Forklift operators	10.13

(a) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,164.4	....	....
MANUFACTURING	246.8	38.4	8.38
DURABLE GOODS	132.1	37.9	9.12
Lumber and Wood Products—**SIC 24**	8.0	37.7	7.17
Furniture and Fixtures—**SIC 25**	4.1	36.0	6.02
Stone, Clay, and Glass Products—**SIC 32**	7.7	42.6	8.02
Primary Metal Industries—**SIC 33**	16.4	35.1	11.99
Fabricated Metal Products—**SIC 34**	15.5	37.4	8.30
Machinery, Except Electrical—**SIC 35**	32.8	38.5	9.52
Electric & Electronic Equipment—**SIC 36**	29.3	37.7	8.75
Transportation Equipment—**SIC 37**	11.2	40.5	11.45
NONDURABLE GOODS	114.7	39.0	7.54
Food and Kindred Products—**SIC 20**	20.7	39.8	8.06
Tobacco Manufactures—**SIC 21**	9.7	37.7	11.05
Textile Mill Products—**SIC 22**	6.1	34.2	4.97
Apparel and Other Textile Products—**SIC 23**	25.6	38.2	4.66
Paper and Allied Products—**SIC 26**	7.1	38.4	7.64
Printing and Publishing—**SIC 27**	14.4	39.2	8.63
Chemicals and Allied Products—**SIC 28**	14.1	41.5	9.75
Petroleum and Coal Products—**SIC 29**	3.9	56.5	9.87
Rubber and Plastics Products, NEC—**SIC 30**	9.9	34.6	9.52
Leather and Leather Products — **SIC 31**	3.3	41.2	4.90

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Ashland 1 (Huntington, WV)
Bowling Green 2 (Nashville, TN)
Covington 1, 2 (Cincinnati, OH)
Frankfort 1, 2 (Lexington)
Hopkinsville 2, 5 (Clarksville, TN)
Lexington-Fayette 1, 2, 3, 13, 15, 17, 19, 20, 23
Louisville 1 to 8, 10, 11, 13 to 16, 18, 19, 21 to 24
Owensboro 2, 10
Paducah 5, 9, 10, 12

Railroads

1. Chesapeake & Ohio
2. Seaboard
3. Southern
4. Conrail
5. Illinois Central Gulf
6. Milwaukee Road
7. Norfolk Southern
8. Baltimore & Ohio

Airlines

9. Air Illinois
10. Allegheny Commuter
11. Best Airlines
12. Britt Airways
13. Comair
14. Continental
15. Delta
16. Eastern
17. Frontier
18. Ozark
19. Piedmont
20. Tennessee Airways
21. TWA
22. United
23. USAir
24. Wright/Aeromech Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Ashland — 1e, 2g, 3g
Bowling Green — 4e, 5g
Frankfort — 11e, 3g
Hopkinsville — 12e, 5g
Lexington-Fayette — 7e, 3g
Louisville — 8eg
Owensboro — 9e, 5g
Paducah — 10e, 5g

1. Kentucky Power Co.
   1701 Central Ave., Box 1428, Ashland 41101
2. Inland Gas Co.
   340 17th St., Ashland 41101
3. Columbia Gas of KY Inc.
   99 N. Front St., Columbus, OH 43215
4. Bowling Green Elec. Div.
   801 Center St., Box 478, Bowling Green 42101
5. Western Kentucky Gas Co.
   311 W. 7th St., Owensboro 42301
7. Kentucky Utilities Co.
   1 Quality St., Lexington 40507
8. Louisville Gas and Electric Co.
   311 W. Chestnut St., P.O. Box 32010 Louisville 40282
9. Owensboro Mun. Utilities
   115 E. 4th St., Owensboro 42301
10. Paducah Power System
    1400 Broadway, Box 180, Paducah 42001
11. Frankfort Elec. & Water Plant Bd.
    315 W. 2nd St., Frankfort 40601
12. Hopkinsville Elec. Plant Bd.
    101 N. Main St., Hopkinsville 42240

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. ball clay)	591	3,140
Gem stones	NA	1
Sand & gravel (excl. ind.)	4,300	8,960
Stone (crushed)	29,650	105,600
Combined value of ball clay, cement, lime, sand and gravel (industrial) and zinc		83,085
Grand Total Kentucky 1982		**200,786**

* = thousand short tons except as noted
NA = not available

Environment Controls

Air & Water Pollution

Bureau of Environ. Protection, Kentucky Dept. for Natural Resources & Environ. Protection, Capital Plz. Twr., Frankfort, 40601, 502/564-2150

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Ashland	32	75	4900	1071
Bowling Green	34	78	4309	1429
Covington	29	75	5247	1037
Lexington	32	76	4814	1170
Louisville	33	78	4525	1342
Owensboro	33	78	4279	1460
Paducah	34	79	4130	1573

Industrial Development Counselors

State Development Agency

Rapelje, Exec. Dir.
Off. of Bus. Div.
Kentucky Dept. of Econ. Dev.
Capital Plaza Tower, 23rd Fl.
Frankfort, 40601
502/564-7140

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Elizabethtown

Hornback, LaMonte, Pres. & CEO
First Hardin National Bank
Wall St. at Dixie Ave., 42701
502/769-5941

Louisville

Kernen, Leonard T., C.I.D., V.P.
First National Bank
Box 36000, 40223
502/581-6668

Kellow, James H., Pres.
Louisville & Jefferson Riverport Auth.
6310 Cane Run Rd.
P.O. Box 58010, 40258
502/935-6024

Roberson, James O., C.I.D., Pres.
Area Chamber of Comm.
300 W. Liberty, 40202
502/582-2421

Paducah
Shelby, Barbara Ann, Dir.
Ind. Dev. Council
417 Washington St.
P.O. Box 810, 42001
502/443-1746

MISSISSIPPI

State Information

Financial assistance to industry:

- Tax exemptions
- Bonds for buildings, land & equipment
- Bonds for pollution control
- "Free Port" law
- Free start-up training
- Small business loan guaranty program
- SBA 503 program

Tax rates:

Corporate income tax	3 to 4%
Personal property tax	10 year exemption for new mfrs.
Sales tax	6%
Equipment and machinery tax	1%
Franchise and incorp. tax	$2.50/$1,000

Information available:

- Labor market
- Wages
- Environment
- Available buildings
- Industrial sites

Advanced education facilities:

Four-year colleges and universities	22
Two-year or junior colleges	22
Post-secondary vocational centers	30

Source: **Mississippi Department of Economic Development**

Population

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1983
MISSISSIPPI	2,520.6	2,589.8
Biloxi	49.3	50.1
Columbus	27.4	NA
Greenville	40.6	40.6
Gulfport	39.7	39.8
Hattiesburg	40.8	41.5
Jackson	202.9	211.0
Meridian	46.6	47.4
Pascagoula	29.3	30.3
Vicksburg	25.4	NA

NA = not available

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Jackson 1/83	Memphis, Tenn.-Ark.-Miss. 11/82
Office, professional & technical		
Clerks, payroll	6.37	6.62
Secretaries	7.64	6.85
Stenographers	NA	(b)8.48
Switchbd opr-recept's	5.58	5.56
Drafters	(a)8.34	8.41
Electronics technicians	(a)9.85	(a)8.55
Computer operators	*8.80	7.81
Computer programmers (business)	(a)10.37	9.54
Maintenance & powerplant (men)		
Carpenters	NA	(a)10.50
Electricians	9.53	11.62
Engineers, stationary	NA	11.46
Machinists	9.74	10.56
Mechanics (machinery)	10.14	10.84
Tool & die makers	NA	11.10
Custodial & material movement (men)		
Guards & watchmen	(a)3.77	*5.90
Janitors, porters & cleaners	5.76	*5.96
Laborers, material handling	7.74	5.15
Shipping & receiving clerks	7.30	6.63
Truckdrivers	5.69	6.96
Forklift operators	6.97	8.29

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(b) Non-mfg.

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 —Thousands—	Estimate 1983
Biloxi—Gulfport	191.9	189.3
Jackson	320.4	381.8
Memphis, TN—AR—MS	912.9	931.8
*Pascagoula	118.0	125.8

*SMSA renamed in federal government's latest revisions.

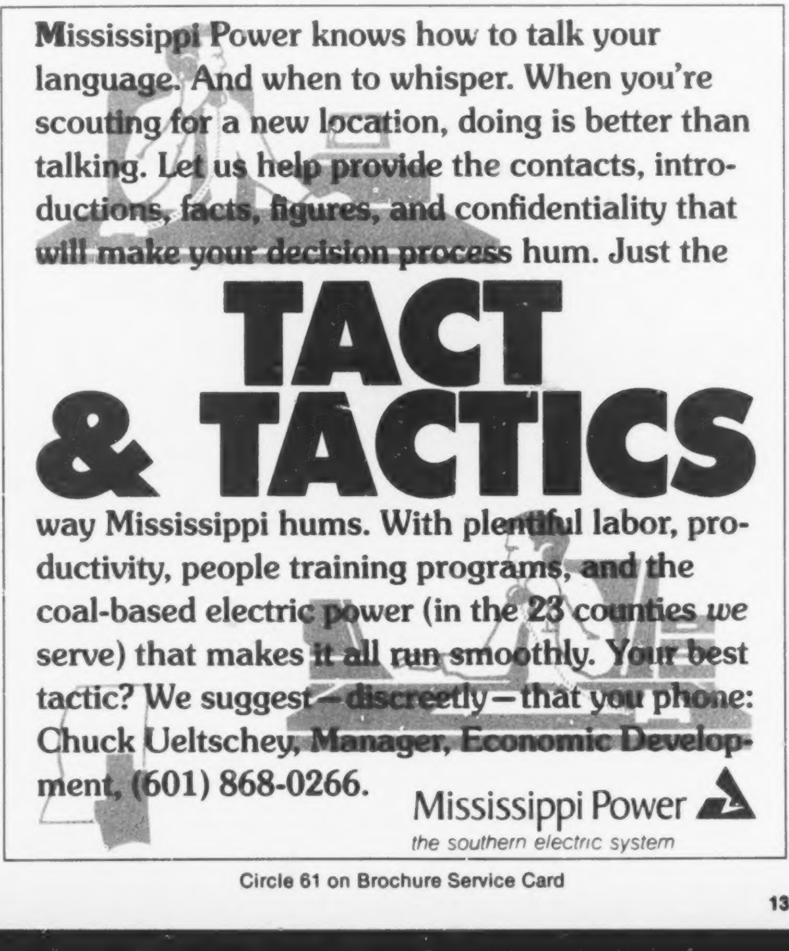
Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MISSISSIPPI	206.9	40.8	6.77
Jackson	16.3	41.1	7.63

*Preliminary figures


Mississippi Power knows how to talk your language. And when to whisper. When you're scouting for a new location, doing is better than talking. Let us help provide the contacts, introductions, facts, figures, and confidentiality that will make your decision process hum. Just the

TACT & TACTICS

way Mississippi hums. With plentiful labor, productivity, people training programs, and the coal-based electric power (in the 23 counties *we* serve) that makes it all run smoothly. Your best tactic? We suggest—discreetly—that you phone: Chuck Ueltschey, Manager, Economic Development, (601) 868-0266.

Mississippi Power
the southern electric system

Circle 61 on Brochure Service Card

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
MISSISSIPPI	1,067.7	120.8	11.3
Jackson	159.3	12.1	7.6

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., P.O. Box 1699, 1520 W. Capitol St., Jackson, 39205, 601/354-8711

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	793.3	....	....
MANUFACTURING	203.5	38.1	6.41
DURABLE GOODS	110.9	38.9	6.87
Lumber and Wood Products—SIC 24	19.3	40.1	5.81
Furniture and Fixtures—SIC 25	15.1	36.0	5.56
Stone, Clay, and Glass Products—SIC 32	5.7	41.9	6.46
Fabricated Metal Products—SIC 34	9.5	....	....
Machinery, Except Electrical—SIC 35	12.0	39.1	6.88
Electric & Electronic Equipment—SIC 36	19.3	38.0	7.17
Transportation Equipment—SIC 37	22.1	39.7	9.12
Instruments and Related Products—SIC 38	1.4	....	....
Misc. Manufacturing Industries—SIC 39	3.4	....	....
NONDURABLE GOODS	92.6	37.2	5.82
Food and Kindred Products—SIC 20	21.7	39.0	5.17
Textile Mill Products—SIC 23	5.9	38.6	5.39
Apparel and Other Textile Products—SIC 23	36.3	34.1	4.39
Paper and Allied Products—SIC 26	7.0	42.1	9.88
Printing and Publishing—SIC 27	5.8	37.5	6.73
Chemicals and Allied Products—SIC 28	6.4	40.1	8.47
Petroleum and Coal Products—SIC 29	1.9	....	....
Rubber and Plastics Products, NEC—SIC 30	5.9	....	....
Leather and Leather Products—SIC 31	1.5	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Biloxi 1 (Gulfport)
Columbus 2, 3, 4, 7, 11
Greenville 2, 11
Gulfport 1, 2, 11
Hattiesburg 2 (10 to 12 through Laurel)
Jackson 2, 6, 8 to 10, 12, 13
Meridian 2, 5, 11, 13
Pascagoula 1 (Mobile, AL)
Vicksburg 2 (Jackson)

Railroads

1. Seaboard
2. Illinois Central Gulf
3. Burlington Northern
4. Southern
5. Norfolk Southern

Airlines

6. American
7. Atlantic Southeast
8. Continental
9. Delta
10. Flight Line
11. Republic
12. Royale Airlines
13. Sunbelt Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Biloxi — 1e, 2g
Columbus — 3e, 4g
Greenville — 5e, 4g
Gulfport — 1e, 2g
Hattiesburg — 1e, 6g
Jackson — 5e, 4g
Meridian — 1e, 4g
Pascagoula — 1e
Vicksburg — 5e, 7g

1. Mississippi Power Co.
   2992 W. Beach, Gulfport 39501
2. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
3. Columbus Lt. and Water Dept.
   P.O. Box 949, Columbus 39701
4. Mississippi Valley Gas Co.
   711 W. Capitol St., Jackson 39203
5. Mississippi Power and Light Co.
   Electric Bldg., Jackson 39205
6. Willmut Gas & Oil Co.
   315 Main St., Hattiesburg 39401
7. Vicksburg Water & Gas Admin.
   801 Washington St., Vicksburg 39180

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	861	19,098
Sand & gravel (excl. industrial)	10,000	28,500
Stone (crushed)	W	W
Combined value of cement, industrial sand and gravel and stone (crushed)		31,900
Grand Total Mississippi 1982		**79,498**

* = thousand short tons
W = withheld to avoid disclosing company proprietary data

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Biloxi	52	82	1498	2652
Columbus	42	81	2860	2003
Greenville	43	82	2635	2246
Hattiesburg	48	81	2027	2338
Jackson	46	82	2389	2290
Meridian	46	81	2479	2158
Vicksburg	47	82	2201	2306

Industrial Development Counselors

State Development Agency

Hackett, William., Exec. Dir.
Mississippi Dept. of Econ. Dev.
P.O. Box 849
1200 Walter Sillers Bldg.
Jackson, 39205
601/359-3449

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Gulfport

Williamson, H Steve, Mgr., Ind. Dev.
Mississippi Power Co.
Box 4079, 39501
601/868-0266

Newcomb, Leslie, Exec. Dir.
Southern MS Planning & Dev. Dist.
1020 32nd Ave. 39501
601/868-2311

Jackson

Mayo, Will, Area Dev. Mgr.
Mississippi Power & Light
Box 1640, 39205
601/969-2343

Powell, James G., C.I.D.
Econ. Dev. Mgr., Chamber of Comm.
P.O. Box 22548, 39205
601/948-7575

Rhodes, Jack R., Ind. Dev. Dir.
Electric Power Assn. of MS
P.O. Box 7897, 39204
601/922-2341

Pascagoula

Boyd, William H., Dir. Econ. Dev.
Jackson Cty. Port Auth.
P.O. Box 70, 39567
601/762-4041

Vicksburg

Heidel, James B., Exec. V.P.
Vicksburg/Warren Cnty. Chamber of Comm. & Econ. Dev.
P.O. Box 709, Mission 66, 39180
601/636-1012

TENNESSEE

State Information

Financial assistance to industry:

Tax incentives
Bonds for buildings
Bonds for pollution control

Aid for job training
"Free Port" law
Investment Tax Credit

Tax rates:

Corporate income tax	6% net earnings
Personal property tax	varies locally
Sales tax	4½% + 1-2¼% local
Equip. and machinery tax	no state
Franchise tax	15¢/$100
Corporation tax	graduated
Gasoline tax	$.09/gal.

Advanced education facilities:

Four-year colleges and universities	44
Two-year or junior colleges	16
Vocational and business schools	29

Medical facilities:

Hospitals	160
Clinics	9

Labor analysis:

High school graduates	54,860
Mfgr. workers in unions & associations	19.3%

Source: **Tennessee Department of Economic & Community Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
TENNESSEE	4,590.8	4,747.5
Chattanooga	169.6	176.8
Clarksville	54.8	59.1
Cleveland	26.4	NA
Columbia	25.8	NA
Hendersonville	26.6	NA
Jackson	49.1	50.9
Johnson City	39.8	41.3
Kingsport	32.0	31.8
Knoxville	183.1	177.6
Memphis	646.4	655.6
Murfreesboro	32.8	35.6
Nashville-Davidson	455.7	459.9
Oak Ridge	27.7	28.2

NA = not available

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Chattanooga	39	79	3583	1578
Clarksville	36	79	4014	1514
Jackson	37	79	3707	1625
Knoxville	38	78	3658	1449
Memphis	40	82	3207	2067
Murfreesboro	38	79	3734	1573
Nashville	37	79	3756	1661
Oak Ridge	37	77	4006	1294

Environment Controls

Air Pollution

Air Pollution Control, Tennessee Dept. of Public Health, 256 Cordell Hull Bldg., Nashville, 37219, 615/741-3931

Water Pollution

Water Quality Control, Tennessee Dept. Public Health, 621 Cordell Hull Bldg., Nashville, 37219, 615/741-2275

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Chattanooga, TN—GA	426.5	437.4
Clarksville—Hopkinsville, TN—KY	150.2	158.5
Johnson City—Kingsport—Bristol, TN—VA	433.6	445.6
Knoxville	476.5	587.2
Memphis, TN—AR—MS	912.9	931.8
*Nashville	850.5	889.8

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
TENNESSEE	477.4	41.1	7.62
Chattanooga	42.5	42.5	7.32
Knoxville	49.5	40.7	8.91
Memphis	51.6	41.6	8.14
Nashville—Davidson	78.5	40.4	8.29

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
TENNESSEE	2,179.8	202.4	9.3
Chattanooga	198.2	16.9	8.5
Knoxville	234.6	20.4	8.7
Memphis	406.5	34.6	8.5
Nashville—Davidson	444.6	30.6	6.9

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, Rm. 519, Cordell Hull State Office Bldg., Nashville, 37219, 615/741-2131

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Chattanooga Tenn.-Ga. 9/83	Memphis Tenn.-Ark. Miss. 11/83
Office, professional & technical		
Clerks, payroll	6.56	6.88
Secretaries	7.40	7.37
Stenographers	NA	(a)8.31
Switchbd opr-recept's	5.45	5.70
Drafters	7.64	8.55
Electronics technicians	(a)10.34	(a)8.27
Computer operators	7.41	8.64
Computer programmers (business)	*8.19	10.34
Maintenance & powerplant (men)		
Carpenters	(a)9.62	(a)10.92
Electricians	10.01	12.34
Engineers, stationary	NA	12.36
Machinists	9.65	11.41
Mechanics (machinery)	9.18	11.47
Tool & die makers	NA	11.41
Custodial & material movement (men)		
Guards & watchmen	7.30	7.22
Janitors, porters & cleaners	6.43	6.64
Laborers, mat'l hdlg	6.80	5.20
Shipping & receiving clerks	NA	7.77
Truckdrivers	6.70	6.99
Forklift operators	7.39	8.77

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(b)Non-mfg.

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,688.3	. . . .	. . . .
MANUFACTURING	468.0	38.6	7.16
DURABLE GOODS	202.4	39.2	7.40
Lumber and Wood Products—**SIC 24**	15.6	37.6	5.18
Furniture and Fixtures—**SIC 25**	20.5	38.2	5.84
Stone, Clay, and Glass Products—**SIC 32**	12.3	40.8	8.97
Primary Metal Industries—**SIC 33**	16.5	39.6	10.18
Fabricated Metal Products—**SIC 34**	28.7	40.0	7.70
Machinery, Except Electrical—**SIC 35**	31.4	. . . .	. . . .
Electric & Electronic Equipment—**SIC 36**	37.7	. . . .	. . . .
Transportation Equipment—**SIC 37**	22.5	. . . .	. . . .
Instruments and Related Products—**SIC 38**	7.6	39.2	6.46
Misc. Manufacturing Industries—**SIC 39**	9.6	. . . .	. . . .
NONDURABLE GOODS	265.6	38.2	6.95
Food and Kindred Products—**SIC 20**	38.3	39.2	7.41
Tobacco Manufacturers—**SIC 21**	1.6	. . . .	. . . .
Textile Mill Products—**SIC 22**	25.2	38.4	5.58
Apparel and Other Textile Products—**SIC 23**	64.0	35.4	4.82
Paper and Allied Products—**SIC 26**	16.7	42.1	8.94
Printing and Publishing—**SIC 27**	27.3	. . . .	. . . .
Chemicals and Allied Products—**SIC 28**	55.8	40.4	9.31
Petroleum and Coal Products—**SIC 29**	0.7	. . . .	. . . .
Rubber and Plastics Products, NEC—**SIC 30**	19.6	39.8	7.94

Leather and Leather Products—**SIC 31**		
16.4	36.0	5.34

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Chattanooga 1, 2, 3, 15, 20, 21, 26
Clarksville 2, 9
Cleveland 3 (Chattanooga)
Columbia 2 (Nashville)
Hendersonville 2 (Nashville)
Jackson 2, 5, 39
Johnson City 2, 3 (12, 20, 26, 30, 31 through Tri-City)
Kingsport 2, 3 (12, 20, 26, 30, 31 through Tri-City)
Knoxville 1, 2, 3, 13 to 16, 18, 21, 23, 26, 29, 30
Memphis 1, 2, 3, 5 to 7, 10, 11, 15, 17, 20 to 24, 27, 29, 30
Murfreesboro 2 (Nashville)
Nashville-Davidson 2, 9, 10, 14 to 16, 19 to 21, 23, 25, 26, 28, 30
Oak Ridge 2 (Knoxville)

Railroads

1. Norfolk Southern
2. Seaboard
3. Southern
4. Norfolk & Western
5. Illinois Central Gulf
6. Burlington Northern
7. Missouri Pacific Lines

Airlines

8. Air Illinois
9. Allegheny Commuter
10. American
11. Arkansas Traveler
12. Atlantic Southeast
13. Atlantis Airlines
14. Comair
15. Delta
16. Eastern
17. Frontier
18. New York Air
19. Ozark
20. Piedmont
21. Republic
22. Royale Airlines
23. Scheduled Skyways
24. Sunbelt Airlines
25. Sunbird Airlines
26. Tennessee Airways
27. Trans-Central
28. TWA
29. United
30. USAir
31. Wheeler Flying Service

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Chattanooga — 1e, 2g
Clarksville — 4eg, 12g
Cleveland — 16e, 2g
Columbia — 17e, 15g
Hendersonville — 11e, 10g
Jackson — 3eg
Johnson City — 5e, 6g
Kingsport — 12e, 6g
Knoxville — 7eg
Memphis — 8eg
Murfreesboro — 11e, 15g
Nashville-Davidson — 9e, 10g, 14g
Oak Ridge — 13eg

1. Chattanooga Elec. Power Bd.
   537 Cherry St., Chattanooga 37402
2. Chattanooga Gas Co.
   811 Broad St., Chattanooga 37402
3. Jackson Utility Division
   P.O. Box 68, Jackson 38301
4. Clarksville Gas Dept.
   104 Public Square, Clarksville 37040
5. Johnson City Power Bd.
   100 N. Roan St., Box 1636, Johnson City 37601
6. Tennessee-Virginia Energy Corp.
   108 W. 10th Ave., P.O. Box 60
   Johnson City 37601
7. Knoxville Utilities Bd.
   626 S. Gay St., Knoxville 37901
8. Memphis Light, Gas & Water Div.
   220 S. Main St., Box 430, Memphis 38101
9. Nashville Electric Service
   1214 Church St., Nashville 37246
10. Nashville Gas Co.
    814 Church St., Nashville 37203
11. Murfreesboro Electric Dept.
    225 N. Walnut St., Box 9
    Murfreesboro 37130
12. Clarksville Dept. of Elec.
    2021 Guthrie Hwy, Box 1007
    Clarksville 37040
13. Oak Ridge Utility Dist. (Elec. Div.)
    101 Bus Terminal Road (Box 1), Oak Ridge 37830
14. TN Natural Gas Lines
    545 Mainstream Dr., Ste. 401
    Nashville 37228
15. United Cities Gas Co., TN Div.
    1200 Parkway Towers Nashville 37219
16. Cleveland Utilities
    2450 Guthrie Dr. N.W., Box 2730, Cleveland 37311
17. Columbia Power System
    201 Pickens La., Box 379, Columbia 38401

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	800	32,900
Masonry	60	2,900
Clays	907	23,869
Gem stones	NA	10
Phosphate rock (thous. metric tons)	900	12,000
Sand & gravel	7,000	24,500
Stone:		
Crushed (some)	W	W
Dimension	10	1,012
Zinc (recov. cont. of ores, etc.) (metric tons)	120,916	102,631
Combined value of barite, copper, gold, lime, pyrites, silver, stone (crushed), and values indicated by the symbol W		181,814
Grand Total Tennessee 1982		**381,636**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Industrial Development Counselors

State Development Agency

Parish, John L., Cmsr.
Von Cannon, Theodore, Dpty. Cmsr.
Dept. of Econ. & Comm. Dev.
1007 Andrew Jackson Bldg.
Nashville, 37219
615/741-1888
1-800/251-8594 toll free

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Blountville
Fesmire, James W., Exec. Dir.
Tri-City Area Ind. Cmsn.
Tri-City Airport
P.O. Box 1019, 37617
615/323-5151

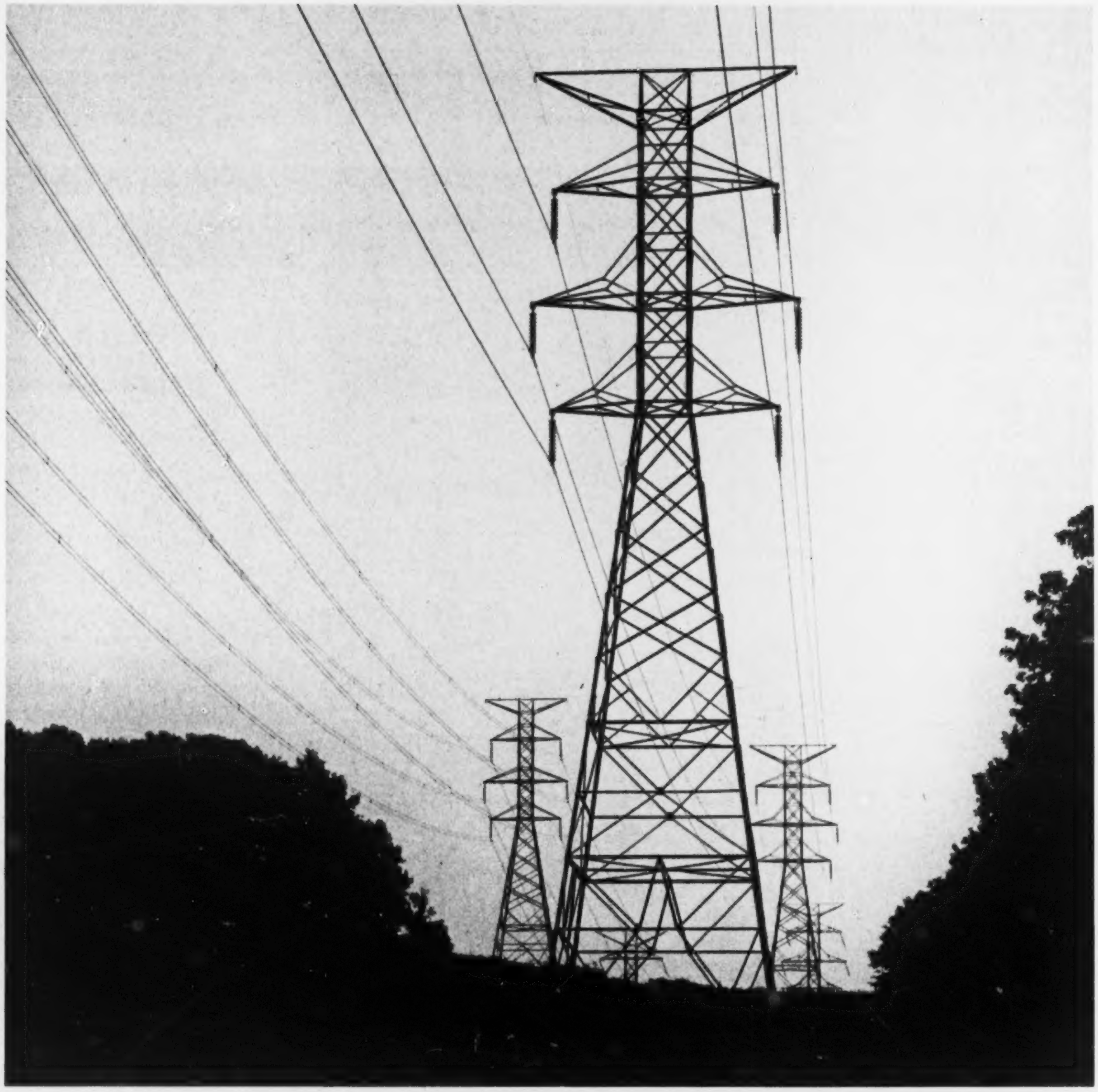
Johnson City
Harwood, Charles L., Exec. Dir.
First TN-VA Dev. Dist.
207 N. Boone St., 37601
615/928-0224

Knoxville
Colaw, Larry W., Asst. Ind. Dev. Dir.
TN Valley Auth.
227 Summer Place Bldg., 37902
615/632-6867

Maryville
Dunavant, William A., Exec. V.P.
Blount Cty. Ind. Dev. Bd.
309 S. Washington St., 37801
615/983-7715

Memphis
Cole, Kenneth O.
Ind. Dev. Rep.
Memphis Light, Gas & Water Div.
P.O. Box 430, 38101
901/528-4171
Worsham, M. S., V.P. & Econ. Dev. Mgr.
Memphis Area Chamber of Comm.
P.O. Box 224, 555 Beal St., 38101
901/523-2322

Nashville
Harris, Fred H., Econ. Dev. Dir.
Chamber of Comm.
161 4th Ave. N., 37219
615/259-3900
Rich, William C., Mgr.
Comm. & Ind. Dev.
Nashville Electric Service
1214 Church St., 37246
615/747-3689



Put Nashville's energy to work for you.

Everybody knows Nashville's a great place to visit for music and entertainment. And with our scenic countryside, mild climate, and low cost of living, it's a great place to live.

But did you also know Nashville's a great place to expand your business? It's a fact.

Consider our location, transportation facilities, labor market, and our utility rate structures, plus an ample supply of diversified electrical energy sources.

As the major distributor of TVA power in Middle Tennessee, Nashville Electric Service sponsors progressive energy assistance programs for our customers. We stand ready to assist you in your expansion needs whether you are industrial, commercial, or institutional. We offer professional energy management assistance.

If you're considering business around Nashville, we'd like to help you get all the facts.

Call or write:

Bill Rich, Manager
Commercial and Industrial Department
1214 Church Street
Nashville, Tennessee 37246
615/747-3855

We can put our energy to work for you.

NES
NASHVILLE ELECTRIC SERVICE

Circle 62 on Brochure Service Card

WEST NORTH CENTRAL

- IOWA
- KANSAS
- MINNESOTA
- MISSOURI
- NEBRASKA
- NORTH DAKOTA
- SOUTH DAKOTA

Regional Review

by Dolores Wilson

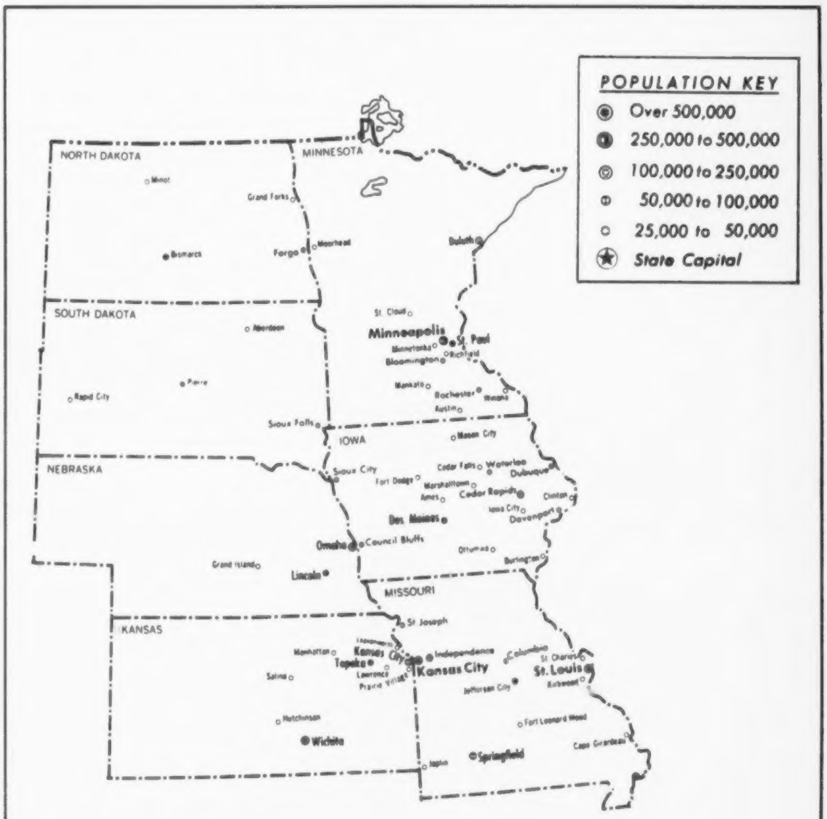
Following a decade of unprecedented economic diversification, the West North Central region is gearing up to take advantage of the "new economics" of the 1980s. The region is witnessing some emerging economic advantages which bode well for development opportunities during the remainder of the decade.

The region encompasses 517,000 square miles, 14.3% of the total land area of the United States. However, it has a total population of 17.2 million, only about 7.5% of the nation. This gives the region a decidedly rural flavor. In the region as a whole, 46.7% live in non-metropolitan areas, but there is a wide variance from the 84.2% rural population in South Dakota to Missouri's 34.7%. Population growth, at about half of the nation's rate, was moderate during the 1970s.

Despite the recent recession, all seven states have maintained an unemployment rate below the national average. Although employment levels have declined in the agricultural sector (despite unprecedented farm activity), manufacturing employment has grown at twice the national rate (10% vs. 4% respectively).

Much of this manufacturing growth is directly attributable to the strength of agriculture in the region. 10% of the nation's "Food and Kindred Products" employees reside in the West North Central region. The processing of food and related products is expected to continue as a growth area for the next decade.

The trend towards nationally equalized land and labor costs as well as deregulation in the transportation



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Ms. Wilson is director of industrial development for the Nebraska Department of Economic Development.

industry has made the West North Central region more attractive to industries. A high rate of value-added per worker ($45,600 in the region vs. $42,704 for the U.S.) and some of the lowest utility rates in the nation have also contributed to increased manufacturing activity in the area.

As measured by Alexander Grant and Co., the region's business climate compares favorably with the rest of the country. In that firm's 1982 survey, five of the seven states ranked in the top twenty in overall business climate. Five ranked in the top half for non-union membership, low workmen's compensation costs, value added per dollar of production payroll, low fuel and energy costs, and percentage of adults with a high school education.

All seven states have placed extra budgeting and legislative emphasis on business and industrial development. Public policy measures to influence development are concentrating on exporting, providing capital, and attracting targeted industries. At least three of the states (Nebraska, Iowa, and Kansas) have formed special task forces to investigate high technology business potential. And agriculture-related manufacturing is receiving a new thrust, with particular emphasis on further processing of farm products.

High tech initiatives. Iowa is beginning to direct resources toward developing high technology industries—particularly biotechnology, microelectronics, and alternative energy. The state legistature recently revised security laws to stimulate venture capital and created the Iowa Venture Capital Fund. It appropriated funds for research challenge grants to support high tech and agricultural research and created a special tax credit for research expenditures. The government is also expanding the use of industrial revenue bonds for research and development centers.

Kansas has established "centers of excellence" at three major universities. State funds are directed toward these centers to advance technological research efforts. The state also initiated a grant program to be used in conjunction with private research funds to develop more extensive research programs.

Nebraska is aiming at attracting telecommunications firms. The development of the "800 number" reservation center complex in Omaha was a step toward drawing companies of this type. Its neighbor Minnesota, already supporting a well-developed technical industrial base, has created an energy development park and is busy upgrading education levels to keep up with the demand for trained labor.

Financial lures. South Dakota and Nebraska have passed legislation to draw more banks to the area. Nebraska's new laws are particularly favorable to bank credit card operations. South Dakota also liberalized laws to attract credit card operations, and has recently allowed banks to enter the insurance business.

Special financial assistance to new and small businesses is common across the region. North Dakota's state-owned bank, the only one of its kind in the nation, provides a uniquely flexible financing system. The state also offers industrial revenue bond guarantees and loans to state residents beginning new businesses.

Iowa recently established a state venture capital fund to provide equity capital for rapidly growing small businesses. The fund also provides a 5% tax credit on initial investments to encourage economic growth.

Nebraska has broadened the powers of its Investment Finance Authority, thus expanding the use of industrial revenue bonds. Anticipated legislation will create a Small Business Development Authority, which will provide assistance to beginning companies, including equity capital. Nebraska has also set aside approximately 30% of its Small Cities Community Development Block Grant program for economic development projects that will create new permanent jobs. Program funds may be used for low interest loans to new or expanding businesses in the state.

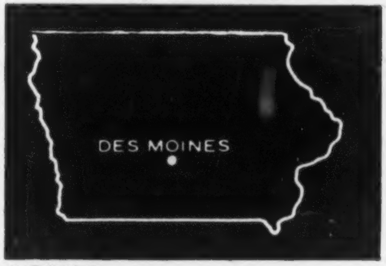
Minnesota's Development Authority has been authorized to make and guarantee business loans as well as purchase business loan packages. They also appropriate Community Development Block Grant funds for low interest loans.

Missouri's Economic Development Act guarantees loans for small businesses. The Industrial Development Funding Act also provides low interest loans to port authorities, local development agencies and municipalities for capital improvements needed to attract industry. In addition, a Small Business Development Center distributes information on licensing, permits, taxes and business regulations.

A variety of tax incentives are widely available in the region. Corporate income tax credit for jobs and/or investment is offered in varying forms by six of the states. South Dakota has no corporate or personal income tax. Partial or complete property tax exemptions or moratoriums are offered in six of the seven states; sales tax exemptions for manufacturing equipment are available in four. Enterprise zone programs, which offer special tax incentives to companies locating in economically distressed areas are in place in Minnesota, Kansas, and Missouri.

All seven states in the region have developed programs to assist new and expanding firms with training new employees. Programs for pre-employment and on-the-job training are available at little or no cost to the employer. In addition, increased attention is being given to education at all levels. High scores on college entrance exams and a high percentage of high school graduates are highlights of the region.

The West North Central region offers a variety of advantages. It is a diverse area offering rural, small-town, and cosmopolitan city life. Its quality labor force is known for high levels of productivity. Its central location provides excellent access to regional and national markets. And it is aggressive in its efforts to encourage growth, offering a wide spectrum of incentives for development. The region's residents welcome newcomers, and invite expanding businesses to grow with them into the twenty-first century.



IOWA
State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Bonds for warehousing
- Bonds for company headquarter facilities
- Aid for job training
- Loans through Iowa Bus. Dev. Cred. Corp. and Iowa Bus. Growth Co.

Tax rates:

Corporate income tax
........................6-12% Iowa sales only
.... 50% of federal tax paid is exempt from corporate income tax from sales outside Iowa. Iowa has adopted the Federal Ac-

POPCORN

It's no secret that southern Iowa is famous for corn. But did you know that the energy it takes to pop that corn costs less in southern Iowa than just about any other place in the nation.

We are also known for sharp minds and sure hands. Iowa boasts the nation's highest literacy rate and some of the most productive people in the land. When you combine these outstanding attributes with our Right to Work law and our central location, you have a place where your company can really grow.

Get poppin'! Call or write Jim Knedler at Iowa Southern Utilities Company today. He will tell you more about the area and send you our new brochure along with a box of our famous popping corn.

PEANUTS

Southern Iowa is not known for peanuts. We are, however, known for building shells for the price of peanuts. Iowa Southern Utilities current shell building costs less than $10.00 per square foot, land included. That's peanuts!

These ready to use buildings are well insulated, offer excellent highway access, and are located in outstanding communities with available labor known for sharp minds and sure hands. They are also located on large sites so your company has plenty of room to grow.

Get crackin'! Call or write Jim Knedler at Iowa Southern Utilities today. He will give you the details on our shell building program and send you more information along with a box of peanuts. (With the shells of course!)

ISU
IOWA SOUTHERN
UTILITIES COMPANY
300 Sheridan Avenue
Centerville, Iowa 52544
(515) 437-4400

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celerated Cost Recovery System.

Personal income tax	½%-13%, indexed for inflation
Personal property tax	being phased out. First $175,000 of assessed taxable value is exempt. Additional exemption added by county varies according to county.
Sales tax	4%
Equipment and machinery tax	70% reduction of the property tax on newly acquired computers and mfg. equipment/machinery.
Incorporation tax	$5-$3,010

Advanced education facilities:

State universities	3
Private colleges	27
Area vocational & community colleges	15

Source: **Iowa Development Commission**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
IOWA	2,913.4	2,943.7
Ames	45.8	NA
Bettendorf	27.4	NA
Burlington	29.5	NA
Cedar Falls	36.3	38.1
Cedar Rapids	110.2	110.7
Clinton	32.8	NA
Council Bluffs	56.4	56.0
Davenport	103.3	106.0
Des Moines	191.0	192.0
Dubuque	62.3	62.6
Fort Dodge	29.4	NA
Iowa City	50.5	51.9
Marshalltown	26.9	NA
Mason City	30.1	NA
Ottumwa	27.4	NA
Sioux City	82.0	81.6
Waterloo	76.0	76.3

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Cedar Rapids	169.8	171.2
Davenport—Rock Island, Moline, IA—IL	384.0	390.5
Des Moines	338.0	375.9
Dubuque	93.7	94.5
Iowa City	81.7	84.4
Omaha, NE—IA	570.4	594.9
Sioux City, IA—NE	117.5	118.2
Waterloo—Cedar Falls	138.0	164.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
IOWA	203.3	40.2	10.17
Cedar Rapids	21.2	40.8	10.19
Des Moines	19.7	39.5	11.98
Dubuque	11.6	38.1	10.88
Sioux City	8.5	42.5	8.76
Waterloo—Cedar Falls	16.9	35.1	13.32

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
IOWA	1,390.4	82.0	5.9
Cedar Rapids	79.2	5.2	6.6
Des Moines	176.4	10.1	5.7
Dubuque	41.7	3.6	8.7
Sioux City	53.2	3.4	6.4
Waterloo—Cedar Falls	62.5	6.2	9.9

*Preliminary figures

State Employment Security Agency

For additional labor market information: Job Service of Iowa, 1000 E. Grand Ave., Des Moines, 50319, 515/281-5387

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Davenport Rock Island, Moline, Ia./Ill. 2/83
Office, professional & technical	
Clerks, payroll	10.05
Secretaries	11.28
Stenographers	*10.72
Switchbd opr-recept's	7.37
Drafters V	11.79
Electronics technicians	(b)11.08
Computer operators	12.46
Computer programmers (business)	*14.92
Maintenance & powerplant (men)	
Carpenters	(c)13.18
Electricians	(c)13.38
Engineers, stationary	(c)13.64
Machinists	12.93
Mechanics (machinery)	(c)13.79
Tool & die makers	(c)14.34
Custodial & material movement (men)	
Guards and watchmen	(c)11.43
Janitors, porters & cleaners	(c)10.39
Laborers, mat'l handling	(c)9.92
Ship & receive clerks	(a)8.60
Truckdrivers	*10.05
Forklift operators	(c)11.30

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(b) Non-mfg.
(c) Men & women

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,030.6	....	....
MANUFACTURING	207.7	38.7	10.00
DURABLE GOODS	121.1	38.6	10.16
Stone, Clay, and Glass Products—SIC 32	4.4	43.0	9.22
Primary Metal Industries—SIC 33	7.8	40.6	11.49
Fabricated Metal Products—SIC 34	16.5	37.6	8.36
Machinery, Except Electrical—SIC 35	48.1	38.7	12.31
Electric & Electronic Equipment—SIC 36	21.3	39.0	8.95
Transportation Equipment—SIC 37	6.8	38.5	7.83
NONDURABLE GOODS	86.7	38.8	9.79
Food and Kindred Products—SIC 20	43.8	39.6	10.34
Apparel and Other Textile Products—SIC 23	3.9	33.9	5.50
Paper and Allied Products—SIC 26	3.6	38.3	8.21
Printing and Publishing—SIC 27	17.4	37.2	9.82
Chemicals and Allied Products—SIC 28	6.8	41.2	10.27
Rubber and Plastics Products, NEC—SIC 30	9.4	39.0	9.98

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Ames 4 (Des Moines)
Bettendorf 1, 5, 8 (Moline, IL)
Burlington 1, 8, 9, 14, 19
Cedar Falls 4, 6 (Waterloo)
Cedar Rapids 4, 6, 12, 14, 15, 18 to 20, 23
Clinton 1, 4, 5, 12
Council Bluffs 1 to 7 (Omaha, NE)
Davenport 1, 2, 5 (Moline, IL)
Des Moines 1 to 4, 10 to 12, 15, 16, 20 to 23
Dubuque 1, 5, 6, 12, 19
Fort Dodge 4, 6, 16, 17
Iowa City 1, 2, 5 (Cedar Rapids)
Marshalltown 4 (Des Moines)
Mason City 4, 12, 17
Ottumwa 1, 5, 12
Sioux City 1, 4, 6, 12, 13, 15, 20, 21
Waterloo 4, 6, 12, 13, 18 to 20

Railroads

1. Burlington Northern
2. Iowa Railroad
3. Norfolk & Western
4. Chicago & North Western
5. Milwaukee Road
6. Illinois Central Gulf
7. Union Pacific
8. Chicago, Rock Island & Pacific

Airlines

9. Air Illinois
10. Air Midwest
11. American
12. American Central
13. Aspen Airways
14. Britt Airways
15. Frontier
16. Great Lakes Aviation
17. Mesaba Aviation
18. Midstate Airlines
19. Mississippi Valley
20. Ozark
21. Republic
22. TWA
23. United

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Ames — 1e, 2g
Bettendorf — 4eg
Burlington — 3eg
Cedar Falls — 7eg
Cedar Rapids — 2e, 4g
Clinton — 5eg
Council Bluffs — 6e, 8g
Davenport — 4eg
Des Moines — 6eg
Dubuque — 5e, 8g
Fort Dodge — 4eg
Iowa City — 4eg
Marshalltown — 2eg
Mason City — 5eg
Ottumwa — 3e, 4g
Sioux City — 9eg
Waterloo — 9eg, 10g

1. Ames Electric System
   5th & Carroll, Ames 50010
2. Iowa Elec. Light & Power Co.
   Iowa Elec. Tower, 200 1st St. S.E.,
   Cedar Rapids 52406
3. Iowa Southern Utilities Co.
   300 Sheridan Ave., Centerville 52544
4. Iowa-Illinois Gas & Electric Co.
   206 E. Second St., Davenport 52808
5. Interstate Power Co.
   1000 Main St., Dubuque 52001
6. Iowa Power & Light Co.
   P.O. Box 657, Des Moines 50303
7. Cedar Falls Utilities
   612 E. 12th St., Cedar Falls 50613
8. Peoples Natural Gas
   25 Main Pl., Council Bluffs 51501
9. Iowa Public Service Co.
   401 Douglas St., Box 778, Sioux City 51102
10. Waterloo Municipal Gas System
    104 W. 4th St., Waterloo 62298

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,600	84,400
Masonry	35	2,800
Clays	439	2,403
Gem stones	NA	2
Gypsum	1,347	12,994

CLINTON

IOWA

- Easternmost point of Iowa — 2½ hours west of Chicago
- Served by nearby Inter-State (80); Tollway (Illinois 5); U.S. 30; and State Highways 61 and 67
- On Mississippi River
- Three railroads
- Citizen, worker, and government attitudes conducive to profitable plant operations and providing smaller town good living amenities
- Vocational training plus two year and four year academic and technical programs provided by Clinton Community College and Mt. St. Clare College.

THE CLINTON AREA IS AGGRESSIVE AND PROGRESSIVE. CONTACT US IN CONFIDENCE.

Bob Stapleton, President
CLINTON AREA DEVELOPMENT CORP.
217 5th Ave. So., Suite 209
P.O. Drawer 229
Clinton, Iowa 52732
Phone: (319) 242-4536

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Buildings Available in Southeast Kansas

- 266,000 sq ft on 70 A on airport apron, rail; 14 cranes, 1-10T; 10-40 hd clr. Metal fab.
- 115,000 sq ft on 10 A w/rail service; 10,000 to 20,000 MCF natural gas per day available.
- 102,400 sq ft on 50 A, lease. Concrete, 24 hd clr, 4 docks, 2500 amp, sprinklered. Printing.
- 65,000 sq ft, 9 A; 864 sf freezer, 6000 sf cooler. Poultry processing/protein reduction plant.
- 56,000 sq ft, 3.5 A; 13' hd clr, 2000 amp, A/C. Electronics assembly.
- 34,600 sq ft, 16.4 A; rail possible; 19' under-crane hook (5T). Metal fab.
- 32,000 sq ft, 7 A; 36' eave, crane pads in. New spec bldg.
- 33,300 sq ft, 6 A; rail feasible; 14' hd clr, air lines. RV mfg.
- 31,750 sq ft, 8 A; 2 bldgs 18' x 20' w/rail spur dock high between. Wood prod. mfg.
- 31,300 sq ft, 10 A; steel, 1970 const., 18' hd clr, 2 docks. 800 amp.
- 30,000 sq ft, 8.7 A; spur feasible; 16' eave. New spec bldg.
- 29,000 sq ft, 5 A; 24' eave, 5T cranes possible. New spec bldg.

You can serve both the Sunbelt and the Frostbelt from the Mildbelt, Southeast Kansas.

Call collect:
Jim Dahmen, C.I.D., Exec. VP,
(316) 421-6350

Mid-America,inc.
Box 708
Parsons, Kansas 67357

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Peat	W	W
Sand & gravel (excl. industrial)	13,600	34,400
Stone (crushed)	22,850	89,600
Combined value of lime, industrial sand and dimensional stone		6,236
Grand Total Iowa 1982		**232,835**

* = thousand short tons
NA = not available
W = withheld to avoid disclosing company proprietary data

Environment Controls

Air & Water Pollution

Stephen Ballou, Exec. Dir., Water, Air and Waste Mgt., Wallace State Office Bldg., Des Moines, 50319, 515/281-8691

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Ames	17	74	6874	792
Cedar Rapids	19	74	6671	828
Clinton	20	74	6482	872
Des Moines	19	76	6554	1019
Dubuque	16	72	7375	580
Fort Dodge	16	74	7175	785
Iowa City	20	75	6376	968
Marshalltown	17	74	7013	761
Mason City	13	72	7666	655
Sioux City	16	76	6947	940
Waterloo	14	73	7537	667

Industrial Development Counselors

State Development Agency

Director
Ind. Dev. Div.
Iowa Dev. Cmsn.
Des Moines, 50309
515/281-3500

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Burlington
McLaury, Hugh C., Mgr.
Burlington Area Dev. Corp.
Box 1024, 52601
319/752-2320

Cedar Rapids
DeWitt, Robert, Energy App. Eng.
Iowa Electric Light & Power Co.
P.O. Box 351, 52406

Centerville
Knedler, James I., Area Dev. Mgr.
Iowa Southern Utilities Co.
300 Sheridan Ave., 52544
515/437-4400

Clinton
Stapleton, Robert J., Pres.
Clinton Area Dev. Corp.
P.O. Drawer 229, 52732

Davenport
Wetzel, John H., Comm. Dev. Rep.
Ind. Eng. Dept.
Iowa-Illinois Gas & Electric Co.
206 E. 2nd St., 52801
319/326-7135

Des Moines
Threlkeld, Mark D., Econ. Dev. Dir.
Gtr. Des Moines Chamber of Comm. Federation
800 High St., 50307
515/286-4978

Sioux City
Ivarsen, Glenn, Area Dev. Mgr.
Iowa Public Service Co.
P.O. Box 778, 51101
712/277-7710

Owens, Gary, Exec. Dir.,
Ind. Dev. Council
101 Pierce St., 51101
712/258-7577

KANSAS

State Information

Financial assistance to industry:

- Right-to-work law
- IRB's for land, buildings and equipment
- Industrial job training program
- Inventory, property and sales tax exemptions
- Income tax credits
- Enterprise zone incentives
- Foreign trade zone

Tax rates:

Corporate income tax	4.5%
plus 2.25% surtax on net income in excess of $25,000	
Personal income tax	2-9%
Sales tax	3%
Real and personal property tax	varies locally
Franchise tax	$20-$2,500
Gasoline tax	$.11
Unemployment insurance tax	.08-6.48%

Advanced education facilities:

Four-year colleges and universities	24
Two-year or junior colleges	23
Vocational and technical schools	16

Labor analysis:

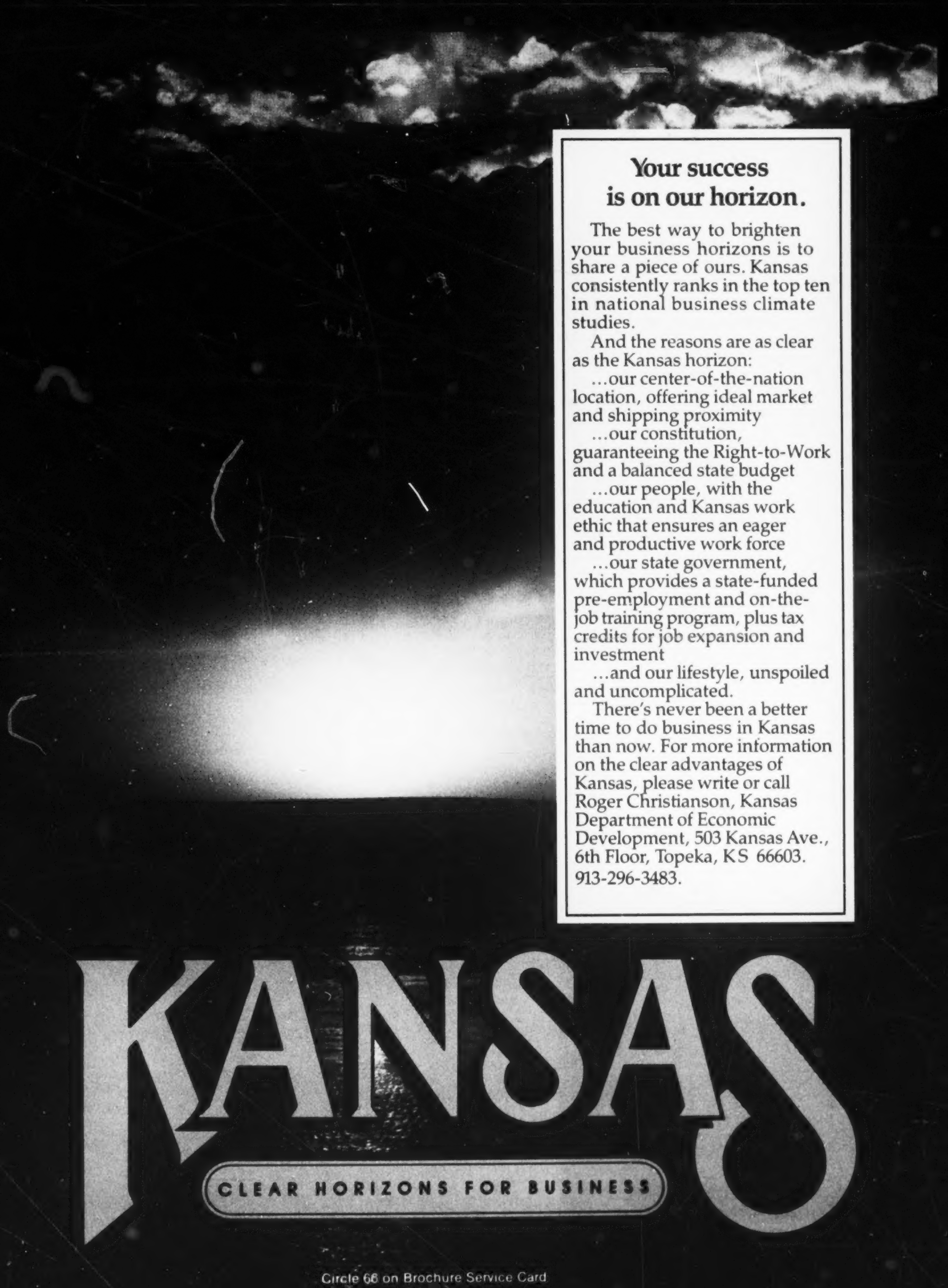
High school graduates	28,300
Nonagricultural workers in unions	15.4%

Source: **Kansas Department of Economic Development**

Population

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1983 —Thousands—
KANSAS	2,363.2	2,415.1
Emporia	25.3	NA
Hutchinson	40.3	41.3
Kansas City	161.1	158.3
Lawrence	52.7	55.0
Leavenworth	33.7	34.4
Manhattan	32.6	NA
Olathe	37.3	39.5



Your success is on our horizon.

The best way to brighten your business horizons is to share a piece of ours. Kansas consistently ranks in the top ten in national business climate studies.

And the reasons are as clear as the Kansas horizon:

...our center-of-the-nation location, offering ideal market and shipping proximity

...our constitution, guaranteeing the Right-to-Work and a balanced state budget

...our people, with the education and Kansas work ethic that ensures an eager and productive work force

...our state government, which provides a state-funded pre-employment and on-the-job training program, plus tax credits for job expansion and investment

...and our lifestyle, unspoiled and uncomplicated.

There's never been a better time to do business in Kansas than now. For more information on the clear advantages of Kansas, please write or call Roger Christianson, Kansas Department of Economic Development, 503 Kansas Ave., 6th Floor, Topeka, KS 66603. 913-296-3483.

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CORPORATE NOTICE

FREE LAND

SALINA, KANSAS MEANS BUSINESS.

We have acres of prime industrial sites — many with utilities and buildings — and a city full of industrious people. When you build your new building and employ 25 or more people here, we'll buy your first acre* — to show you that we do mean business. Because when you make a substantial commitment to Salina, Kansas, our community will commit to making your move as beneficial for you as it is for us.

We have a land use policy that can really cut the cost of your new facility, a wide selection of sites and other "resources" you'll appreciate. Like central location with two Interstate highways, rail lines and one of the nation's larger airport facilities...two private colleges and two technical schools...an auditorium/convention center with seating for over 8,000 that draws top-name entertainment and sports...all-season recreation, parks and nearby lakes. Plus the best climate for business — in a state that ranks among the nation's ten best for building new business.

Call Bob Whitworth, Director of Industrial Development, to find out how your firm can get free land to grow on.

Salina Area Chamber of Commerce
115 West Iron
Salina, Kansas 67401
Phone: (913) 827-9301

SALINA KANSAS
Still Pioneering

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*Offer subject to modification or withdrawal without notice

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Overland Park	81.8	83.7
Salina	41.8	42.6
Shawnee	29.7	NA
Topeka	115.3	115.0
Wichita	279.3	285.1

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Kansas City, MO—Kansas City, KS	1,327.0	1,448.8
Lawrence	67.6	70.5
Topeka	185.4	155.7
Wichita	411.3	422.2

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
KANSAS	162.5	39.5	9.29
Lawrence	4.0	NA	NA
Topeka	8.9	41.4	9.68
Wichita	50.9	40.2	10.10

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
KANSAS	1,183.0	55.7	4.7
Lawrence	34.3	1.3	3.8
Topeka	93.9	5.3	5.7
Wichita	222.2	13.8	6.2

*Preliminary figures

State Employment Security Agency

For additional labor market information: Fred Rice, Research & Analysis Section, Dept. of Human Resources, 401 Topeka Blvd., Topeka, 66603, 913/296-5058

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Wichita 4/83	Kansas City Mo-Kan 9/83
Office, professional & technical		
Clerks, payroll	7.63	7.91
Secretaries	9.55	7.88
Stenographers	NA	7.75
Switchbd opr-recept's	5.73	5.83
Drafters V	12.54	12.50
Electronic tech'ns	11.26	11.60
Computer operators	9.10	8.80
Computer programmers (business)	10.34	11.36
Maintenance & powerplant (men)		
Carpenters	NA	11.68
Electricians	11.59	12.77
Engineers, stationary	(a)11.73	12.56
Machinists	NA	12.60
Mechanics (machinery)	10.58	11.25
Tool & die makers	12.37	12.40
Custodial & material movement (men)		
Guards and watchmen	9.37	10.22
Janitors, porters & cleaners	9.32	9.26
Laborers, material handling	*7.95	8.70
Shipping & receiving clerks	7.63	8.63
Truckdrivers	9.22	10.06
Forklift operators	10.61	10.07

*Computed from available statistics
(a) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	919.2	....	....
MANUFACTURING	166.2	39.4	8.77
DURABLE GOODS	99.7	39.3	8.88
Stone, Clay, and Glass Products—**SIC 32**	6.9	....	....
Primary Metal Industries—**SIC 33**	2.9	....	....
Fabricated Metal Products—**SIC 34**	11.2	37.4	7.41
Transportation Equipment—**SIC 37**	40.5	40.3	10.52
NONDURABLE GOODS	66.5	39.6	8.61
Food and Kindred Products—**SIC 20**	23.9	42.2	8.55
Apparel and Other Textile Products—**SIC 23**	3.4	35.8	4.82
Printing and Publishing—**SIC 27**	16.6	....	....
Chemicals and Allied Products—**SIC 28**	8.4	....	....
Petroleum and Coal Products—**SIC 29**	4.4	42.7	11.73

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Emporia 1 (Topeka)
Hutchinson 1 to 3, 9
Kansas City 1 to 8 (Kansas City, MO)
Lawrence 1, 7, 12
Leavenworth 1, 3, 4, 5 (Kansas City, MO)
Manhattan 7, 9, 12
Olathe 1, 5 (Kansas City, MO)
Overland Park (Kansas City, MO)
Salina 1, 3, 7, 9, 12
Shawnee (Kansas City, MO)
Topeka 1 to 3, 7, 9, 12, 14, 15
Wichita 1, 3, 5, 9 to 11, 13, 14, 16 to 20

Railroads

1. Atchison, Topeka & Santa Fe
2. St. Louis Southwestern
3. Missouri Pacific Lines
4. Chicago & North Western
5. Burlington Northern
6. Kansas City Southern
7. Union Pacific

Airlines

9. Air Midwest
10. American
11. America West
12. Capitol Air Service
13. Continental
14. Frontier
15. Midway Airlines
16. Northwest
17. Republic
18. Trans-Central
19. TWA
20. United

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Emporia — 1eg
Hutchinson — 1eg, 2g, 5g
Kansas City — 3e, 2g
Lawrence — 1e, 6g
Leavenworth — 1eg
Manhattan — 1eg
Olathe — 1e, 7g
Overland Park — 2g, 7g
Salina — 1eg
Shawnee — 2g
Topeka — 1e, 2g
Wichita — 4e, 2g

1. Kansas Power & Light Co.
   818 Kansas Ave., P.O. Box 889
   Topeka 66612
2. Gas Service Co.
   2460 Pershing Rd., Kansas City, MO 64108
3. Kansas City Bd. of Pub. Utilities
   700 Minnesota Ave., Kansas City 66101
4. Kansas Gas and Elec. Co.
   201 N. Market St., Wichita 67201
5. Arkansas Louisiana Gas Co.
   525 Milam, Shreveport, LA 71151
6. Kansas Public Service Co.
   110 E. 9th, Lawrence 66044
7. Union Gas System, Inc.
   P.O. Box 347, Independence 67301

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,500	76,200
Masonry	45	2,600
Clays	631	3,536
Gem stones	NA	2
Salt (excl. brine)	1,540	63,230
Sand & gravel (excl. industrial)	9,300	18,700
Stone:		
Crushed	14,480	40,900
Dimension	11	395

Considering expanding or a central location? Then look to the Heart of America where one of the best kept secrets still awaits you:

- ★ First designated Enterprise Zone in Kansas
- ★ Right to work guaranteed by state constitution
- ★ Dependable, experienced labor force possessing mechanical aptitude skills
- ★ Industrial revenue bond financing and job training assistance available
- ★ Two local four-year colleges with area vo-tech school nearby
- ★ Fully improved industrial sites available now

WINFIELD AREA CHAMBER OF COMMERCE

Write or call our Executive Director collect today. All inquiries treated confidentially.

WINFIELD AREA CHAMBER OF COMMERCE
P. O. Box 640 316/221-2420
Winfield, Kansas 67156

Circle 71 on Brochure Service Card

We enjoy a lot of Blue Sky in Cloud County, Kansas...

...but there's no "Blue Sky" in our attitudes and commitments to business!

- ● Our North Central Kansas labor force delivers a day's work for a day's pay . . . reducing labor costs by 20% to 25% per unit produced.
- ● We deliver a highly educated work force that is readily trainable and has no need for "Third Party Intervention" in employer/employee relations.
- ● Local Government delivers on its financing commitments with a clearly defined IRB Policy.
- ● Our utility company delivers the cheapest natural gas in the U. S.

A community of 7,000 that advertises nationally to attract your business . . . and maintains a professionally staffed Industrial Development Department to serve your company . . . means business!
You can see a lot of Blue Sky in Cloud County. But, you don't have to base your business decisions on it.

Contact: **Glen Walker**
Director of Economic Development
City of Concordia
Concordia, Kansas 66901
Call Collect: 913-243-7864

Circle 75 on Brochure Service Card

"There's no place like home."

Cessna

KANSAS

Some of the world's leading corporations call Kansas home. Cessna Aircraft Company is one of four major aircraft manufacturers that help make Wichita "The Air Capital of the World." They rely on Wichita State University to educate many of their engineers. Plus, they enjoy ready access to markets from the center of our nation, a welcome business climate, and a refreshing quality of life.

There's plenty of electric energy in south central and southeast Kansas, too, to help fuel growth into the next century.

KG&E has a complete information package to help you find your new business home in Kansas. Plus with ***KG&E's new RAPID computer service*** we can assist you in finding over 1,000 suppliers and subcontractors in Kansas.

For confidential assistance, call or write Howard Fox, Director of Area Development; KG&E, The Electric Company, Box 208, Wichita, Kansas 67201. Phone (316) 261-6592.

KGE THE ELECTRIC COMPANY

Circle 67 on Brochure Service Card

Combined value of gypsum, helium (high purity and crude), lime, salt (brine), pumice and sand and gravel (industrial)	32,370
Grand Total Kansas 1982	**237,933**

* = thousand short tons
NA = not available

Environment Controls

Air & Water Pollution

Allan Abramson, Dir., Environ. Div., Dept. of Health & Environ., Bldg. 740, Forbes Field, Topeka, 66620, 913/862-9360

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Lawrence	28	80	4819	1583
Leavenworth	27	79	5184	1355
Manhattan	27	80	5119	1525
Salina	27	81	5187	1566
Topeka	26	79	5319	1380
Wichita	30	81	4787	1684

Industrial Development Counselors

State Development Agency

Schwartz, Charles J., Sec'y
Kansas Dept. of Econ. Dev.
503 Kansas Ave., 6th Floor
Topeka, 66603
913/296-3483

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Concordia
Walker, Glen, Dir.
Cloud Cty./Concordia Ind. Cmsn.
City Hall, 6th & Lincoln, 66901
913/243-7864

Junction City
Majerus, John C., Exec. Dir.
Junction City-Geary Cty. Econ. Dev. Cmsn.
425 N. Washington, Box 1976, 66441
913/762-1976
Little, William B., C.I.D.
Pres. & CEO
KS City/KS Chamber of Comm.
P.O. Box 1310, 66117
913/371-3070

Lawrence
Toebben, Gary Lee, Exec. V.P.
Chamber of Comm.
P.O. Box 581, 823 Vermont, 66044
913/843-4411

Olathe
Seifert, Donald R., Dir.
Olathe Econ. Dev.
Box 768, 66061
913/982-2600

Parsons
Dahmen, James J., C.I.D., Exec. V.P.
Mid-America, Inc.
1715 Corning, Box 708, 67357
316/421-6350

Could Your Firm Benefit From a Move?

The easiest way to find out is ask one successful suburban city what it has to offer businesses relocating there. Here's a partial list:

- **Industrial Revenue Bond Financing**
- **Investment Tax Credits**
- **Mainline Rail Sidings on 2 Routes**
- **Large inventory of rail-served property**
- **Interstate Highway Adjacency**
- **Air Freight within 5 Miles**
- **All Educational Services**
- **Abundant Utilities**
- **Full-Service City Government**
- **Country Club Living**

Olathe, Kansas—growth center of the Kansas City metro area—offers all these incentives, plus the many advantages of suburban living. It's one reason Olathe was the fastest growing city in the state in the 70's.

Olathe is county seat of a 270,000 population county that has ranked among the top economic counties nationally for decades. Reasons for its growth are contained in a new portfolio published by the city's Economic Development Committee—and you can obtain a copy by writing Box 768, Olathe, KS 66061. Or call Don Seifert at 913/782-2600.

OLATHE
The Kansas City Industrial Expansion Zone

Circle 69 on Brochure Service Card

Salina

Whitworth, Bob, Dir. Ind. Dev.
Salina Chamber of Comm.
115 W. Iron, 67401
913/827-9301

Topeka

Ott, Elbert E., Econ. Dev. Mgr.
Gtr. Chamber of Comm.
722 Kansas Ave., 66603
913/234-2644

Wichita

Alumbaugh, Jack E., Exec. Dir.
S. Central KS Econ. Dev. District, Inc.
Sutton Pl., Suite 102
209 E. William, 67202
316/262-5246

Fox, Howard, Area Dev. Dir.
Kansas Gas & Electric
Box 208, 67201
316/261-6592

Winfield

Executive Director
Area Chamber of Comm.
P.O. Box 640
205 E. 9th St., 67156
316/221-2420

MINNESOTA

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Free trade zone

Tax rates:

Corporate income tax	varies 9-12%
Personal income tax	1.6 to 16.0%
Personal property tax	varies locally
Sales tax (on selected items)	5%

Advanced education facilities:

Four-year colleges and universities	34
Two-year colleges	25
Vocational — technical institutes	33

Source: **Minnesota Department of Energy & Economic Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
MINNESOTA	4,007.1	4,177.7
Blaine	28.6	NA
Bloomington	81.8	81.5
Brooklyn Center	31.2	NA
Brooklyn Park	43.3	44.1
Burnsville	35.7	NA
Coon Rapids	35.8	NA
Crystal	25.5	NA
Duluth	92.8	92.2
Edina	46.1	46.4
Fridley	30.2	NA
Mankato	28.7	NA
Maplewood	27.0	NA
Minneapolis	371.0	362.4
Minnetonka	38.7	NA
Moorhead	30.0	30.0
Plymouth	31.6	NA
Richfield	37.9	NA
Rochester	57.9	59.5
Roseville	35.8	NA
St. Cloud	42.6	44.0
St. Louis Park	42.9	42.2
St. Paul	270.2	265.3
Winona	25.1	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
*Duluth, MN—WI	266.7	268.2
Fargo—Moorhead, ND—MD	137.6	143.8
Grand Forks, ND—MN	100.9	68.2
Minneapolis—St. Paul, MN—WI	2,114.3	2,193.6
Rochester	92.0	94.7
St. Cloud	163.3	172.9

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MINNESOTA	350.8	40.3	9.53
Duluth—Superior	4.8	38.4	10.25
Minneapolis—St. Paul	234.5	40.0	10.27
Rochester	10.3	NA	NA
St. Cloud	10.1	36.7	8.62

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
MINNESOTA	2,219.3	145.1	6.5
Duluth—Superior	112.2	20.0	17.8
Minneapolis—St. Paul	1,191.4	66.5	5.6
Rochester	61.0	2.8	4.6
St. Cloud	79.7	5.9	7.4

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Economic Security, 390 N. Robert St., St. Paul, 55101, 612/296-6791

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Minneapolis-St. Paul, Minn-Wisc 1/83
Office, professional & technical	
Clerks, payroll	6.99
Secretaries	7.54
Stenographers	6.43
Switchbd opr-receptionists	6.03
Drafters V	12.28
Electronics technicians	10.34
Computer operators	7.66
Computer programmer (business)	12.13
Maintenance & powerplant (men)	
Carpenters	12.44
Electricians	13.07
Engineers, stationary	12.56
Machinists	12.47
Mechanics (machinery)	11.08
Tool & die makers	12.92
Custodial & material movement (men)	
Guards and watchmen	*8.84
Janitors, porters & cleaners	7.86
Laborers, material handling	8.78
Shipping & receiving clerks	8.40
Truckdrivers	12.44
Forklift operators	9.84

*Computed from available statistics

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,708.7	....	....
MANUFACTURING	346.3	39.1	9.11
DURABLE GOODS	206.0	39.7	9.12
Stone, Clay, and Glass Products—**SIC 32**	8.1	38.7	8.96
Primary Metal Industries—**SIC 33**	5.5	36.9	8.71
Fabricated Metal Products—**SIC 34**	33.4	41.0	10.26
Machinery, Except Electrical—**SIC 35**	81.5	39.7	9.28
Electric & Electronic Equipment—**SIC 36**	26.2	39.8	7.98
Transportation Equipment—**SIC 37**	5.7	38.9	9.58
NONDURABLE GOODS	140.3	38.3	9.09
Food and Kindred Products—**SIC 20**	46.9	39.0	8.35
Paper and Allied Products—**SIC 26**	32.4	41.8	10.07
Printing and Publishing—**SIC 27**	35.4	34.8	10.08

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designated agencies listed below. Nearest airport is shown in parentheses. (M) = Minneapolis—St. Paul.

Blaine (M)
Bloomington 8 (M)
Brooklyn Center (M)
Brooklyn Park (M)
Burnsville 1 (M)
Coon Rapids (M)
Crystal 6, 8 (M)
Duluth 1 to 4, 6, 22, 29
Edina 8 (M)
Fridley 4, 6 (M)
Mankato 1, 21
Maplewood (M)
Minneapolis 1, 2, 4, 6, 8, 10 to 32
Minnetonka (M)
Moorhead 4 (Fargo, ND)
Plymouth (M)
Richfield 8 (M)
Rochester 1, 12, 26, 27, 29
Roseville 4 (M)
St. Cloud 4 (M)
St. Louis Park 1, 2, 4, 8 (M)
St. Paul 1, 2, 4, 6, (M)
Winona 1, 2, 4, 5 (La Crosse, WI)

Railroads

1. Chicago & North Western
2. Milwaukee Road
3. Duluth, Missabe & Iron Range
4. Burlington Northern
5. Green Bay & Western
6. Soo Line
8. Minneapolis, Northfield & Southern

Airlines

10. Air Wisconsin
11. American
12. American Central
13. Austin Airways
14. Bemidji Airlines
15. Big Sky Airlines
16. Continental
17. Eastern
18. Freedom Airlines
19. Great Lakes Aviation
20. Lakeland Commuter Airlines
21. Mesaba Aviation
22. Midstate Airlines
23. Midway Airlines
24. Midwest Aviation
25. Mississippi Valley
26. Northwest
27. Ozark
28. Pan American
29. Republic
30. United
31. USAir
32. Western Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Blaine — 4e, 1g
Bloomington — 4e, 5g
Brooklyn Center — 4e, 5g
Brooklyn Park — 4e, 5g
Burnsville — 4e, 5g
Coon Rapids — 4e, 9e, 1g
Crystal — 4e, 5g
Duluth — 2e, 3g
Edina — 4e, 5g
Fridley — 4e, 5g
Mankato — 4e, 5g
Maplewood — 4eg
Minneapolis — 4e, 5g
Minnetonka — 4e, 5g
Moorhead — 8e, 4g
Plymouth — 4e, 5g
Richfield — 4e, 5g
Rochester — 6e, 7g
Roseville — 4eg
St. Cloud — 4eg
St. Louis Park — 4e, 5g
St. Paul — 4eg
Winona — 4eg

1. North Central Public Service Co.
   1080 Montreal Ave., St. Paul 55116
2. Minnesota Power and Light Co.
   30 W. Superior St., Duluth 55802
3. Duluth Dept. of Water & Gas
   414 W. 1st St., Duluth 55802
4. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis 55401
5. Minnegasco. Inc.
   201 S. 7th St., Minneapolis 55402
6. Rochester Public Utility Dept.
   506 1st Ave. N.E., Rochester 55903
7. Peoples Natural Gas Co.
   25 Main Pl., Council Bluffs, IA 51501
8. Moorhead Pub. Serv. Dept.
   P.O. Box 779, Moorhead 56560
9. Anoka Elec. Dept.
   2015 1st Ave. N., Anoka 55303

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	18	43
Gem stones	NA	8
Iron ore (usable) (thou. long tons, gr. wt.)	25,100	1,090,000
Lime	96	6,495
Manganiferous ore (short tons)	W	W
Peat	20	764
Sand & gravel (excl. ind.)	19,100	41,200
Stone:		
Crushed	7,400	20,900
Dimension	40	11,940
Combined value of abrasives stone, industrial sand, and values indicated by symbol W		5,288
Grand Total Minnesota 1982		**1,176,638**

* = thousand short tons except as noted
W = withheld to avoid disclosing company proprietary data
NA = not available

Environment Controls

Air & Water Pollution

Louis Breimhurst, Exec. Dir., Minnesota Pollution Control Agency, 1935 WS County Rd., B-2, St. Paul, 55113, 612/296-7373

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Austin	12	71	7980	536
Duluth	6	65	9901	150
Rochester	11	71	8277	479
St. Cloud	7	70	8965	397
Winona	13	73	7819	653

Industrial Development Counselors

State Development Agency

Mulrooney, Michael J., Dir.
Program of Business Services
Minnesota Dept. of Energy & Econ. Dev.
480 Cedar St., Hanover Bldg.
St. Paul, 55101
612/296-5010

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Duluth

Westin, Charles W., Exec. V.P.
NEMDA
800 Alworth Bldg., 55802
218/722-1484

Minneapolis

Sebold, John D., C.I.D., V.P.
Carlson Properties Inc.
12805 Hwy. 55, 55441
612/540-5541

St. Paul

Dunshee, Donald G., C.I.D., Ind. Dev. Dir.
St. Paul Port Auth.
25 W. 4th St., Suite 1305, 55102
612/224-5686

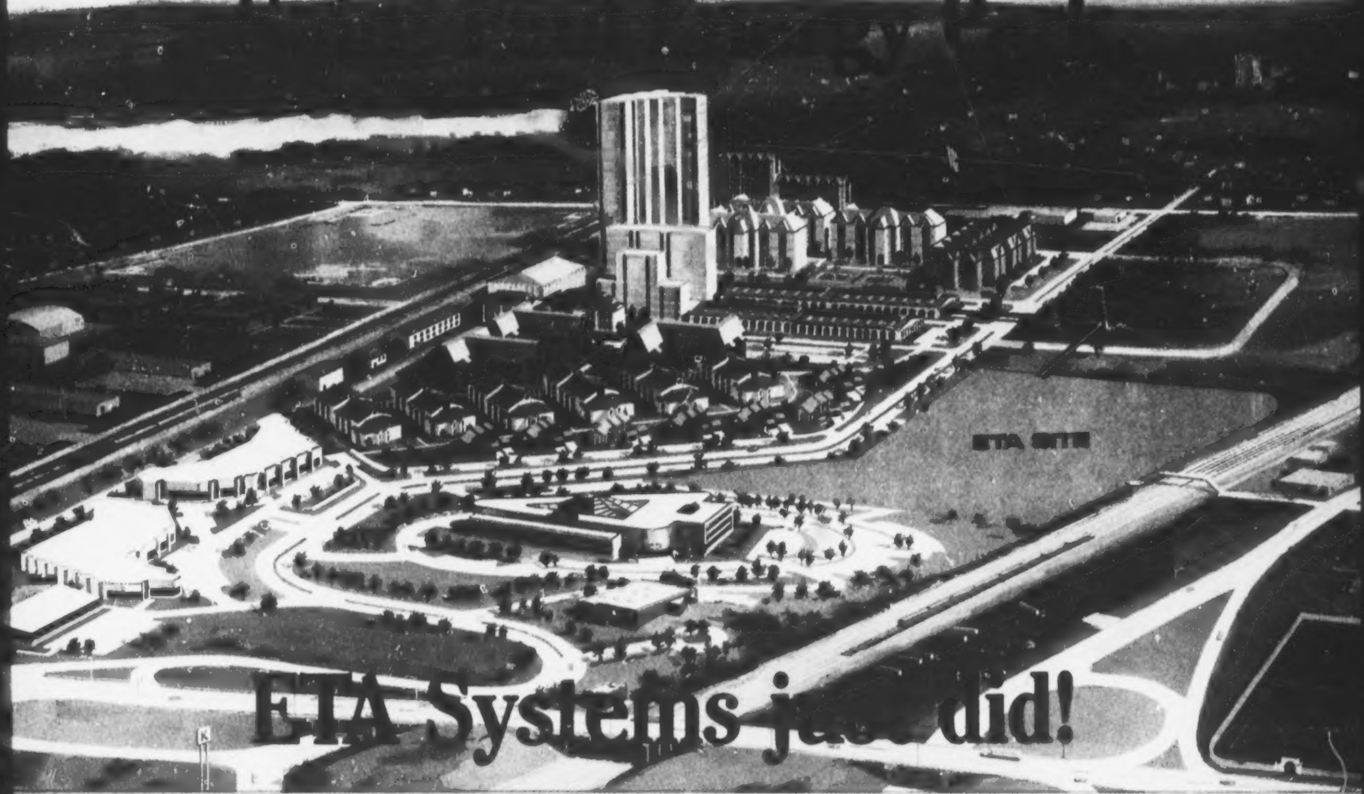
Glassl, Joe, V.P.
Burlington Northern Railroad
Ind. Dev. Dept., Rm. V48
176 E. 5th St., 55101

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name

Locate in "A National Classic"



ETA Systems just did!

St. Paul Energy Park will become home to ETA Systems Inc., the new super computer manufacturer spun off from Control Data Corporation. Its objective: Design and develop the next generation of supercomputers. The decision by ETA means that Minnesota will continue to be the world capital of supercomputer manufacturing.

The Energy Park facility will be designed to create 440,000 square feet of R & D and manufacturing space. Within four years ETA expects to employ 1400 persons. Energy Park was selected because of the unique parkwide central energy system which provides both heating and cooling water and can meet the tremendous supercooling demand required in the large computer manufacturing process. St. Paul's Energy Park was selected over locations in *Georgia, Tennessee, Texas* and *California.*

Built on 218 acres of prime industrial land midway between the central business districts of St. Paul and Minneapolis, Energy Park contains space for lease or rent for industrial, business and office concerns.

Joining ETA Systems in Energy Park:

- Control Data Corporation has opened a $17 million Energy Technology Center providing small businesses with complete technology facilities.
- The AHW Corporation (Wilder Foundation) opened a $17 million shopping/entertainment complex and has 950 housing units underway.
- A SHARE HMO medical clinic is in operation and will serve 10,000 patients a month.
- And the Energy Park Business Center is now leasing 150,000 square feet of lease space for large and small office and manufacturing firms.

The St. Paul Port Authority, the only public agency in America with the coveted Standard and Poor's "A" rating on multiple issues of its revenue bonds, is the developer. And it's offering up to 100% financing to qualified buyers.

Act now! Fill out the coupon below or call the St. Paul Port Authority to explore more reasons why you should locate your business in St. Paul Energy Park.

Call or Write: Donald G. Dunshee, C.I.D. Director Industrial Development; **Bruce A. Maus,** Assistant Director Industrial Development; **Kenneth G. Dzugan,** Energy Park Coordinator, or **Eugene A. Kraut, C.I.D.** Asst. Exec. Vice Pres. and General Manager.

pa
PORT AUTHORITY OF THE CITY OF ST. PAUL
25 W. Fourth St. • Suite 1305 • St. Paul, MN 55102
612-224-5686 OR DIAL TOLL FREE 800-328-8417

I'm interested in the St. Paul Energy Park. Please send me your information package.

NAME ______________________ TITLE ______________________
COMPANY ______________________ PHONE ______________________
ADDRESS ____
CITY ______________________ STATE ____________ ZIP ____________

SAINT PAUL
ENERGY
PARK

Circle 72 on Brochure Service Card

MISSOURI

State Information

Financial assistance to industry:

- Tax incentives
- Tax-exempt bonds for distribution and warehouse facilities, office buildings, agricultural projects, commercial facilities
- Tax-exempt bonds for buildings, land and equipment
- Tax-exempt bonds for pollution control
- Special financing and taxation incentives for companies expanding in certain urban areas, including enterprise zones
- Aid for job training
- Freeport law
- Economic Development Time Deposit program using inactive state funds to back bank loans to industry
- Foreign trade zones located in Kansas City and St. Louis metropolitan areas
- Umbrella bond financing pooling small projects
- Grants for research creating new jobs in high technology

Tax rates:

Corporate income tax	5%
Personal income tax	1½ to 6%
Personal property tax	varies locally
Sales tax	4.125%
Inventory tax	varies locally
Equip. and machine tax	varies according to property tax
Franchise tax	1/20 of 1% of company assets
Incorporation tax fee	

Domestic — $53 for the first $30,000 or less, over $30,000 is $5 for every $10,000 excess

Foreign — $63 for the first $30,000 or less with additional fees based on amount of property or capital based in Missouri

Gasoline tax	$.07 per gal.

Advanced education facilities:

Four-year colleges and universities	57
Two-year or junior colleges	22
Public area vocational schools	58

Medical facilities:

Hospitals	177
Clinics	NA

Labor Analysis'

High school graduates (1983)....56,400

28% of all non-agricultural employees belong to labor unions in 1980, down from 35.7% in 1970.

Source: **Missouri Division of Commerce and Industrial Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
MISSOURI	4,917.4	4,990.5
Blue Springs	25.9	NA
Cape Girardeau	34.4	NA
Columbia	62.1	64.4
Florissant	55.4	56.6
Independence	111.8	111.9
Jefferson City	33.6	NA
Joplin	38.9	39.2
Kansas City	448.2	436.2
Kirkwood	28.0	NA
Lee's Summit	28.7	NA
Raytown	31.8	NA
St. Charles	37.4	41.4
St. Joseph	76.7	76.8
St. Louis	453.1	419.4
Springfield	133.1	137.6
University City	42.7	41.7

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Columbia	100.4	105.8
Joplin	127.5	131.5
Kansas City, MO—Kansas City, KS	1,327.0	1,448.8
St. Joseph	101.9	87.9
St. Louis, MO—IL	2,355.3	1,809.6
Springfield	207.7	217.7

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

Employment Thousands	Weekly Hours	Hourly Earnings $
MISSOURI 412.0	40.8	8.96
Kansas City 110.3	41.0	10.04
St. Joseph 9.4	39.2	8.44
St. Louis 218.3	40.6	10.21
Springfield 18.3	40.4	8.22

*Preliminary figures

Unemployment

Major Market Areas—9/83*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
MISSOURI 2,332.6	191.2	8.2
Kansas City 663.1	44.5	6.7
St. Joseph 45.7	4.1	9.0

"WATERLOO INDUSTRIES IS GROWING IN SEDALIA."

"In 1977, I headed the management team which located Waterloo Industries in Sedalia, Missouri. The corporate decision was made because we knew the community offered the best business climate, the best workforce, and the best possible opportunities for growth of any community we reviewed. I am now plant manager.

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Plant Manager

Sedalia/Pettis County Development Corporation

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Sedalia, MO 65301
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Circle 75 on Brochure Service Card

We're all for business.

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"The growing firm that makes this computer system will tell you that a central location, a reliable, skillful work force and the brain trust created by four nearby universities make St. Louis County the place to be.

"If you need more convincing about why your technology product should be stamped 'Made in St. Louis County,' call (314) 721-0900.

"In St. Louis County, we're *all* for business."

Gene McNary,
St. Louis County Executive

Local Development Company
Industrial Development Authority
Port Authority
Business and Industrial Development Commission
Land Clearance for Redevelopment Authority

ST. LOUIS COUNTY ECONOMIC COUNCIL

One Thirty South Bemiston Suite 800 Saint Louis, Missouri 63105 (314) 721-0900

Circle 74 on Brochure Service Card

MISSOURI

St. Louis	1,132.1	104.0	9.2
Springfield	114.2	7.3	6.4

*Preliminary figures

State Employment Security Agency

For additional labor market information: Div. of Employment Security, Dept. of Labor & Industrial Relations, P.O. Box 59, Jefferson City, 65102, 314/751-3215

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,916.2	. . . .	. . . .
MANUFACTURING	407.3	38.6	8.46
DURABLE GOODS	226.9	39.0	9.17
Lumber and Wood Products—SIC 24	8.5	36.6	5.40
Furniture and Fixtures—SIC 25	8.3	39.4	6.59
Stone, Clay, and Glass Products—SIC 32	10.4	40.3	9.05
Primary Metal Industries—SIC 33	13.5	37.6	11.40
Fabricated Metal Products—SIC 34	27.6	39.7	8.87
Machinery, Except Electrical—SIC 35	33.2	38.5	9.29
Electric & Electronic Equipment—SIC 36	47.3	39.5	8.33
Transportation Equipment—SIC 37	58.7	39.7	11.74
Instruments and Related Products—SIC 38	12.0	38.5	6.79
Misc. Manufacturing Industries—SIC 39	7.4	35.5	5.89
NONDURABLE GOODS	180.4	38.1	7.57
Food and Kindred Products—SIC 20	45.1	40.9	8.49
Paper and Allied Products—SIC 26	12.3	40.1	8.02
Printing and Publishing—SIC 27	37.1	36.5	8.70
Chemicals and Allied Products—SIC 28	28.4	40.2	9.59
Leather and Leather Products—SIC 31	20.2	34.2	5.03

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Kansas City Mo-Kan 9/82	St. Louis Mo.-Ill. 3/83
Office, professional & technical		
Clerks, payroll	7.54	7.11
Secretaries	7.40	8.39
Stenographers	7.36	*7.95
Switchbd opr-recept's	5.68	5.56
Drafters V	11.83	13.06
Electronics, tech'ns	10.96	10.04
Computer operators	8.41	7.84
Computer programmers (business)	10.75	9.99
Maintenance & powerplant (men)		
Carpenters	11.20(c)	12.32
Electricians	12.33(c)	12.64
Engineers, stationary	12.01	12.81
Machinists	12.81	12.67
Mechanics (machinery)	10.80	10.86
Tool & die makers	11.59(c)	13.42
Custodial & material movement (men)		
Guards & watchmen	9.88	*9.83
Janitors, porters & cleaners	8.85	*8.82
Laborers, mat'l hdlg	8.50	9.05
Ship & receive clrks	8.13	*8.22
Truckdrivers	9.42	10.49
Forklift operators	10.00	9.94

*Computed from available statistics
(c) Men & women

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Blue Springs 6 (Kansas City)
Cape Girardeau 2, 11, 19, 25
Columbia 13, 19, 20, 37
Florissant (St. Louis)
Independence 6, 11 (Kansas City)
Jefferson City 11, 19, 20, 37, 44, 52
Joplin 2, 7, 10, 11, 20, 30, 37
Kansas City 1 to 3, 6, 7, 9, 11 to 13, 15, 17, 20, 21, 23, 26 to 30, 33 to 40, 42 to 51
Kirkwood 2, 11 (St. Louis)
Lee's Summitt 11 (Kansas City)

If you're searching for the ideal mid-west site location, then Columbia is your answer. Columbia offers you excellent access to the mid-continent heartland. You'll find a good selection of available buildings with favorable utility rates. And we offer a ready work force—and no manufacturing unions.

Ready to grow? Write or call us for the facts.

CONTACT: Robert D. Black, Columbia Economic Development, P.O. Box N, Columbia, MO 65205, **(314) 874-7214.**

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COLUMBIA
P.O. Box N Columbia, MO 65205 (314) 874-7214

Firm Growth.

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Circle 73 on Brochure Service Card

Raytown 15 (Kansas City)
St. Charles 10,13 (St. Louis)
St. Joseph 1 to 3, 11, 17 (Kansas City)
St. Louis 2 to 6, 8, 10 to 16, 20 to 25, 27 to 32, 34 to 37, 39 to 41, 44 to 47, 52, 53
Springfield 2, 11, 20, 30, 37, 40
University City 16 (St. Louis)

Railroads

1. Atchison, Topeka & Santa Fe
2. Burlington Northern
3. Chicago & North Western
4. Baltimore & Ohio
5. Conrail
6. Illinois Central Gulf
7. Kansas City Southern
8. Louisville & Nashville
9. Milwaukee Road
10. Seaboard
11. Missouri Pacific Lines
12. Norfolk Southern
13. Norfolk & Western
14. Southern
15. St. Louis Southwestern
16. Terminal RR of St. Louis
17. Union Pacific
18. Missouri-Kansas-Texas

Airlines

19. Air Illinois
20. Air Midwest
21. Air One
22. Allegheny Commuter
23. American
24. British Caledonian
25. Britt Airways
26. Capitol Air Service
27. Continental
28. Delta
29. Eastern
30. Frontier
31. Green Hills Aviation
32. Jet America Airlines
33. Midstate Airlines
34. Midway Airlines
35. Mississippi Valley
36. Northwest
37. Ozark
38. Pan American
39. Republic
40. Scheduled Skyways
41. Semo Aviation
42. Southwest Airlines
43. Trans-Central
44. Trans-Missouri Airlines
45. TWA
46. United
47. USAir
48. Western Airlines
49. World Airways
50. America West
51. Northeastern Int'l
52. Resort Air
53. Transamerica

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Blue Springs — 8e, 4g
Cape Girardeau — 2eg
Columbia — 1e, 2g
Florissant — 9e, 12g
Independence — 3e, 7e, 4g
Jefferson City — 5eg
Joplin — 6e, 4g
Kansas City — 7e, 8e, 4g
Kirkwood — 9e, 10e, 12g
Lee's Summit — 8e, 4g
Raytown — 8e, 7e, 4g
St. Charles — 9e
St. Joseph — 4g
St. Louis — 9e, 12g
Springfield — 13eg
University City — 9e, 12g

1. Columbia Water and Lt. Dept.
   7th & Broadway, Box N, Columbia 65205
2. Missouri Utilities Co.
   400 Broadway, Cape Girardeau 63701
3. Independence Power & Lt. Dept.
   21500 E. Truman Rd., Independence 64056
4. Gas Service Co.
   2460 Pershing Rd., Kansas City 64108
5. Missouri Power & Light Co.
   101 Madison St., Jefferson City 65101
6. Empire Dist. Electric Co.
   602 Joplin St., Joplin 64801
7. Kansas City Power and Light Co.
   1330 Baltimore Ave., Kansas City 64105
8. Missouri Public Service Co.
   10700 E. M350 Hwy., Kansas City 64138
9. Union Electric Co.
   1901 Gratiot St., St. Louis 63103
10. Kirkwood Electric Light Dept.
    212 S. Taylor Ave., Kirkwood 63122
12. Laclede Gas Co.
    720 Olive St., St. Louis 63101
13. City Utilities of Springfield
    301 E. Central, JS Box 551, Springfield 65801

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	103	5,489
Cement:		
Portland	3,600	165,600
Masonry	80	4,300
Clays	1,376	20,207
Copper (recov. cont. of ores, etc.) (metric tons)	8,121	13,249
Gem stones	NA	10
Lead (recov. cont. of ores, etc.) (metric tons)	476,235	272,979
Sand & gravel	6,240	22,030
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	2,218	17,744
Stone (crushed)	38,700	112,900
Zinc (recov. cont. of ores, etc.) (metric tons)	61,618	52,300
Combined value of iron ore, iron oxide pigments (crude), lime and stone (dimension)		104,444
Grand Total Missouri 1982		**791,252**

* = thousand short tons except as noted
NA = not available

Environment Controls

Air & Water Pollution

Missouri Div. of Environ. Quality, P.O. Box 1368, 2010 Missouri Blvd., Jefferson City, 65102, 314/751-3241

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Columbia	28	78	5206	1269
Jefferson City	30	78	4897	1330
Joplin	33	80	4321	1628
Kansas City	26	79	5283	1333
Saint Charles	29	78	4949	1412
St. Joseph	25	79	5453	1347
St. Louis	29	79	4938	1468
Springfield	32	78	4660	1374

Industrial Development Counselors

State Development Agency

Peck, G. L. "Bud", Dir.
Missouri Div. of Comm. & Econ. Dev.
P.O. Box 118
Jefferson City, 65102
314/751-2133

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Columbia
Black, Robert D., C.I.D.
Asst. Dev. Mgr.
City of Columbia
P.O. Box N, 65205
314/874-7214

Jefferson City
Hayter, William D., C.I.D., Mgr.
Sales & Ind. Dev.
Central Electric Power Coop.
2106 Jefferson St.
Box 269, 65102
314/634-2454
Oliver, Cheryl Ann, Econ. Dev. Dir.
Area Chamber of Comm.
213 Adams, Box 776, 65102
314/634-3616

Joplin
Cartwright, Sam F., Gen. Mgr./Pres.
Joplin Chamber of Comm.
P.O. Box 1178, 64802
417/624-4150

Kansas City
Lee, Everett M., Area Dev. Mgr.
MO Public Service Co.
10700 East 350 Hwy., 64138
816/737-9345
Monroe, James W., C.I.D., Pres.
KC Area Econ. Dev. Council
920 Main St., 64105
816/221-2121
Wheeler, Charles E., C.I.D., Exec. Dir.
Platte Cty. Ind. Dev. Cmsn.
10920 Ambassador Dr., Suite 128, 64153
816/891-9480

Liberty

Howard, Patricia L., Exec. Dir.
Clay County Dev. Cmsn.
7 W. Mill, 64068
816/781-7700

Sedalia

Williams, Deborah L., Admin. Asst.
Sedalia Econ. Dev.
P.O. Box 1707, 65301
816/827-0884

St. Louis

Calhoun, Douglas, Dpty. Dir.
Planned Ind. Expansion Auth.
1300 Convention Plaza, 63103
314/231-3500

Holderread, James E., Econ. Dev. Dir.
Reg. Comm. & Growth Assn.
10 Broadway, 63102
314/231-5555

Wright, Alan T., Admin. Dir.
St. Louis Cty. Ind. Dev. Auth.
130 S. Bemiston Ave., 63105
314/721-0900

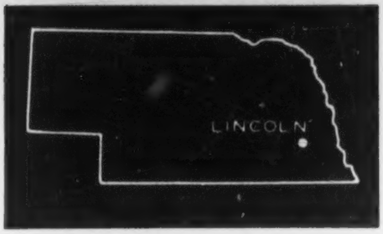
Springfield

Dauer, William, Exec. V.P.
Chamber of Comm., Box 1687, 65805
417/862-5567

PLANT LOCATION ADVERTISERS

offer you the best possible contacts for information on their areas.

Contact them directly or use the handy reader inquiry card in the back of the book.



NEBRASKA

State Information

Financial assistance to industry:

Bonds for buildings, land & equipment, including pollution control
On-the-job training and pre-employment training program
100% exemption of personal property taxes on inventory
2 Foreign Trade Zones — No. 19 Omaha, No. 59 Lincoln

Tax rates:

Corporate income tax
5% on first $50,000 and 7% over $50,000, based on federal taxable income attributable to Nebraska operations
Personal income tax ....20% of federal tax paid
Personal property tax .....varies locally
Sales tax 4%
The cities of Bellevue, Gordon, Kimball, Lewellen, Lincoln, Ogallala, North Platte, Ogallala, Oshkosh, Rushville, and Sidney levy an additional 1% (Omaha levies an additional 1½%)
Sales and use tax exemption on new machinery and equipment
Gasoline tax .... $.152/gal. (1983)

Advanced education facilities:

Four-year colleges and universities 19
Vocational and business schools 16

Medical facilities:

Hospitals 113 (1983)
Clinics ....NA

Labor analysis:

High school graduates ....22,197 (1982-83 school year)
Non-agricultural workers in unions 15.3 (1978)

Source: **Nebraska Department of Economic Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
NEBRASKA	1,570.0	1,600.4
Grand Island	33.2	NA
Lincoln	171.9	178.6
Omaha	311.7	318.5

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Lincoln	192.9	200.4
Omaha, NE—IA	570.4	594.9
Sioux City, IA—NE	117.5	118.2

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEBRASKA		
83.7	40.9	8.68
Lincoln		
11.6	41.5	9.20
Omaha		
33.5	40.7	9.05

*Preliminary figures

Unemployment

*Major Market Areas—9/83**

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NEBRASKA		
775.1	35.0	4.5
Lincoln		
109.8	3.9	3.5
Omaha		
286.1	14.5	5.1

*Preliminary figures

Our publicly-owned, non-profit power districts provide some of the cheapest energy anywhere. Industrial electric rates in Nebraska run 38% lower than the national average. That means savings of 4½ months worth of energy costs. Savings are just as significant for natural gas. Contact us today to get state-by-state comparisons to see the big difference Nebraska can make for profitable plant operation.

Department of Economic Development, Box 94762, 445 State Capitol, Lincoln, NE 68509, (402) 471-3111

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From the bustling ports of the Los Angeles area, the San Francisco Bay area, Seattle and Portland to the booming sunbelt cities of Houston, Dallas and New Orleans. . . . From the wheat fields of Kansas, the coalfields of Wyoming, and the oil fields of Oklahoma . . . To the markets of Chicago, Kansas City and Omaha . . . *Upland knows the territory.*

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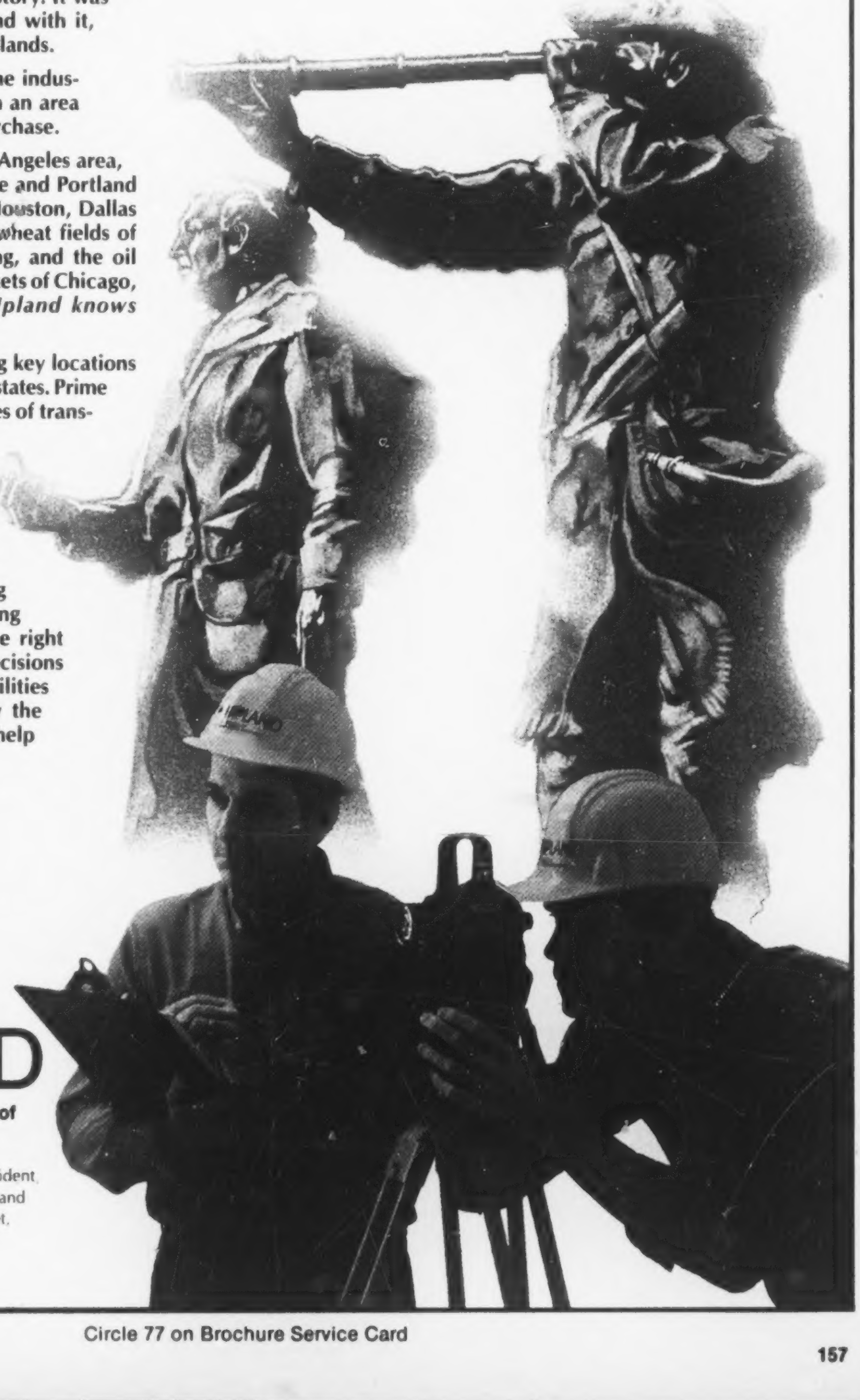
WE ARE THE RESOURCE. Not only on our own industrial tracts, but on public and private property located throughout our operating region. What's more, our engineering know-how will help you make the right development and construction decisions . . . right down to the location of utilities on a selected site. And we know the important local people who will help get your big job done.

Lewis and Clark used the best resources available in their time. Now use Upland, your better resource for our times.

Upland Industries. *The Resource.*



the Resource

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Circle 77 on Brochure Service Card

State Employment Security Agency

For additional labor market information: Division of Employment, Dept. of Labor, P.O. Box 94600, State House Station, 550 S. 16th St., Lincoln, 68509, 402/475-8451

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Omaha Neb.-Ia. 10/82
Office, professional & technical	
Clerks, payroll	7.20
Secretaries	7.28
Stenographers	(a)9.34
Switchbd opr-recept's	5.45
Drafters V	(a)10.70
Electronics technicians	NA
Computer operators	7.20
Computer programmer (business)	*11.07
Maintenance & powerplant (men)	
Carpenters (men & women)	*11.13
Electricians	10.87
Engineers, stationary	9.17
Machinists	12.03
Mechanics (machinery)	10.41
Custodial & material movement (men)	
Guards & watchmen	6.96
Janitors, porters & cleaners	8.11
Laborers, mat'l hdlg	8.10
Shippers & receivers (mfg. & non-mfg. combined)	(a)6.97
Truckdrivers	8.73
Forklift operators	9.00

*Computed from available statistics
(a) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	603.5	....	....
MANUFACTURING	86.5	39.8	8.43
DURABLE GOODS	42.6	39.8	8.18
Furniture and Fixtures—**SIC 25**	1.5	....	....
Machinery, Except Electric—**SIC 35**	10.8	....	....
Electric & Electronic Equipment—**SIC 36**	8.5	....	....
Transportation Equipment—**SIC 37**	4.6		....
NONDURABLE GOODS	44.0	39.9	8.68
Food and Kindred Products—**SIC 20**	25.1	41.5	9.32
Paper and Allied Products—**SIC 26**	1.7	....	....
Printing and Publishing—**SIC 27**	8.1	36.5	7.67
Chemicals and Allied Products—**SIC 28**	2.7	41.8	8.40

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below.

Grand Island 1, 5, 11, 17, 21
Lincoln 1, 4, 5, 9, 11, 13, 17, 24
Omaha 1 to 26

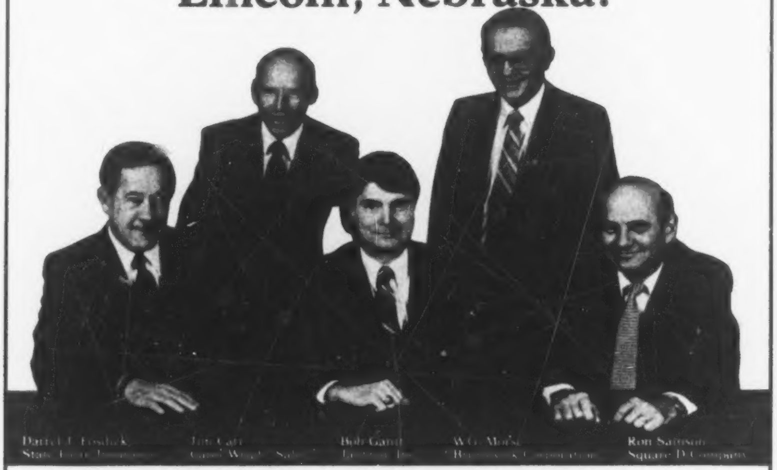
Railroads

1. Burlington Northern
2. Chicago & North Western
3. Iowa Railroad
4. Missouri Pacific Lines
5. Union Pacific
6. Norfolk & Western
7. Milwaukee Road
8. Illinois Central Gulf
9. Missouri-Kansas-Texas

Airlines

10. AAA Air Enterprises
11. Air Midwest
12. American
13. American Central
14. America West
15. Continental
16. Eastern
17. Frontier
18. Mesaba Aviation
19. Northwest
20. Ozark
21. Pioneer Airlines
22. Republic
23. TWA
24. United
25. Western Airlines

Some very important people are saying very good things about Lincoln, Nebraska.



A Sunbelt native says that Lincoln is a better place to raise his family because of its positive, diverse and healthy environment.

A Deputy Regional Vice President will tell you that his office has been the company's most productive since 1947 due to the attitudes and performance of Lincoln employees.

Another executive attributes the unique cooperation between public and private utility suppliers with making Lincoln's competitive utility rates look even better.

These are just a few of the topics covered in "Lincoln Working Capital." Find out about Lincoln's business advantages from people who've experienced them firsthand. Send for your copy today.

LINCOLN
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☐ Please send me more information on the Working Capital.
☐ Please call me immediately.
Name: ______ Title ______
Company: ______ Address: ______
City: ______ State: ______ Zip: ______
Phone: (______) ______
Mr. Pat Malloy, Director, Lincoln Chamber of Commerce, Industrial Development Division, 1221 N Street, Suite 606T, Lincoln, NE 68508 (402) 476-7511

Circle 129 on Brochure Service Card

16 years and four plants later. . . .Control Data is sold on eastern Nebraska.

Control Data chose eastern Nebraska for a manufacturing plant 16 years ago and has been growing since. Recently they completed their fourth major construction project in Omaha, the addition of a research and development center. A major reason for expanding in eastern Nebraska . . . low-cost, reliable electricity.

In Nebraska, Control Data manufactures magnetic recording media for computer disc drives. Their media plant in Omaha is one of the largest magnetic media-producing facilities in the world. Because Control Data has highly intensive electrical needs, the fact that Omaha Public Power District's commercial and industrial rates are among the lowest in the nation carried a lot of weight in site selection.

Control Data found other advantages in Nebraska . . . the central U.S. location, excellent transportation facilities, Nebraska's right-to-work law, and the exceptional work ethic of a local labor force who still return a day's work for a day's pay.

OPPD, with electric power generated from nuclear fuel and Wyoming coal, supplies electricity to Control Data, one of many growing industries in thriving eastern Nebraska.

For more facts or aerial photos of rural or metropolitan sites in OPPD's 13-county service area, write or call: Tom Gage, Manager of Area Development, OPPD, 1623 Harney Street, Omaha, Nebraska 68102, 402-536-4347.

OPPD

Member: Mid-Continent Area Power Pool

Omaha Public Power District

Circle 76 on Brochure Service Card

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Grand Island — 1e, 2g
Lincoln — 3e, 4g
Omaha — 5e, 6g

1. Grand Island Utilities
   208 N. Pine, Box 1968, Grand Island 68802
2. Northwestern Pub. Service Co.
   Northwestern Nat'l Bank Bldg.
   Huron, SD 57350
3. Lincoln Electric Sys.
   1200 "N" St., Lincoln 68501
4. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
5. Omaha Pub Power Dist.
   1623 Harney St., Omaha 68102
6. Metropolitan Utilities District
   1723 Harney St., Omaha 68102

Environment Controls

Air & Water Pollution

George Ludwig, Acting Dir., Nebraska Dept. of Environ. Control, Box 94877, Lincoln, 68509, 402/471-2186

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	132	434
Sand & gravel	10,120	23,020
Stone (crushed)	3,050	14,200
Combined value of cement, gem stones and lime		35,425
Grand Total Nebraska 1982		**73,079**

* = thousand short tons

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Grand Island	21	77	6482	1028
Lincoln	22	79	5967	1263
Omaha	20	78	6194	1166

Industrial Development Counselors

State Development Agency

Wilson, Dolores, Dir. Ind. Dev.
Nebraska Dept. of Econ. Dev.
P.O. Box 94666
301 Centennial Mall South
Lincoln, 68509
402/471-3111

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Columbus

Landis, Roy D., C.I.D
Area Dev. Mgr.
Nebraska Public Power Dist.
1414 15th St., Box 499, 68601
402/563-5581

Lincoln

Doud, Tom, Econ. Dev. Coord.
Urban Dev. — City Gov't.
129 N. 10th St., 68508
402/471-7676

Vicary, Duane S., C.I.D., Exec. V.P.
Malloy, Patrick J., Ind. Dev. Dir.
Chamber of Comm., Suite 606
1221 N St., 68508
402/476-7511

Omaha

Sakler, Michael, Acq. & Reloc. Off.
City of Omaha, 1819 Farnam St.
Omaha-Douglas Civic Center
Room 401, 68102

Durham, Clyde O., Dir. of R.E.
Union-Pacific RR Co.
1416 Dodge St., Rm. 306, 68179
402/271-3960

Gage, Tom L., C.I.D., Area Dev. Mgr.
Omaha Public Power District
1623 Harney St., 68102
402/536-4347

Victor, Alexis P., V.P.
Upland Industries Corp.
110 N. 14th St. Suite 1000, 68102
402/271-3434

Moseman, Rod, Exec. Dir.
Omaha Econ. Dev. Council
1301 Harney St., 68102
402/346-5000

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M. Polson
The Railway Educational Bureau
1809 Capitol Avenue
Omaha, Nebraska 68102
(402) 346-4300

Circle 131 on Brochure Service Card

NORTH DAKOTA

State Information

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training

Tax rates:

Corporate income tax	graduated
Personal income tax	graduated
Personal property tax	none
Sales tax	4% (exc. farm machinery — 3%)
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges and universities	11
Two-year or junior colleges	2
Vocational and business schools	27

Medical facilities:

Hospitals	60
Clinics	132

Labor analysis:

High school graduates	10,500

Mfg. workers in unions..............14.7%
Source: **North Dakota Economic Development Commission**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
NORTH DAKOTA	652.7	675.3
Bismarck	44.5	48.3
Fargo	61.3	64.9
Grand Forks	43.8	45.3
Minot	32.8	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Bismarck	80.0	86.9
Fargo—Moorhead ND—MN	137.6	143.8
Grand Forks, ND—MN	100.9	68.2

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH DAKOTA	15.5	37.9	7.74
Fargo—Moorhead	4.6	38.3	7.91

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NORTH DAKOTA	316.1	11.7	3.7
Fargo—Moorhead	71.3	2.4	3.3

*Preliminary figures

State Employment Security Agency

For additional labor market information: Job Service North Dakota, 1000 E. Divide Ave., P.O. Box 1537, Bismarck, 58505, 701/324-3106

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	250.5	. . . .	. . . .
MANUFACTURING	14.9	37.6	7.50
DURABLE GOODS	6.4	37.5	7.78
Stone, Clay, and Glass Products—**SIC 32**	0.8	. . . .	. . . .
Fabricated Metal Products—**SIC 34**	0.6	. . . .	. . . .
NONDURABLE GOODS	8.5	37.7	7.30
Food and Kindred Products—**SIC 20**	4.3	39.9	7.21
Printing and Publishing—**SIC 27**	2.3	32.9	7.24

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below.

Bismarck 1 to 7
Fargo 1, 4, 5, 6
Grand Forks 1, 4, 5, 6
Minot 1, 2, 4, 6

Railroads

1. Burlington Northern
2. Soo Line

Airlines

3. Big Sky Airlines
4. Frontier
5. Northwest
6. Republic
7. Western Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Bismarck — 1eg
Fargo — 2eg
Grand Forks — 2e
Minot — 2e, 1g

1. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck 58501
2. Northern States Power Co.
   414 Nicollet Mall, Minneapolis, MN 55401

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	2
Peat	W	W
Sand & gravel	3,700	11,100
Combined value of clays, lime and salt and values indicated by symbol W		5,149
Grand Total North Dakota 1982		**16,251**

* = thousand short tons except as noted
W = withheld to avoid disclosing company proprietary data
NA = not available

Environment Controls

Air Pollution

Gene Christianson, Environ. Engineering, North Dakota State Health Dept., 1300 Missouri Valley Bldg., Bismarck, 58505, 701/224-2348

Water Pollution

Norman L. Peterson, Water Supply & Pollution Control, same address as above, 701/224-2354

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Bismarck	7	70	9075	473
Fargo	4	71	9343	476
Grand Forks	2	69	9881	418
Minot	6	69	9415	423

Industrial Development Counselors

State Development Agency

Becker, Edwin C., Dir.
Econ. Dev. Cmsn.
Liberty Memorial Bldg.
Bismarck, 58505
701/224-2810

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation index, page 25.

Utilities, Banks, Areas & Others

Bismarck

Bartch, Bruce L., C.I.D., Dir.
Ind. Dev., Int'l Mktg.
ND Econ. Dev. Cmsn.
1050 E. Interstate Ave., 58505
701/224-2810

Wood, Robert E., Mgr.
Legislative & Public Affairs Dept.
Montana-Dakota Utilities Co.
400 N. 4th St., 58501
701/222-7828

Fargo

Everson, Robert F., C.I.D., Exec. Dir.
Fargo-Cass Cty. Ind. Dev. Corp.
321 N. 4th St.
P.O. Box 2443, 58102
701/237-6132

SOUTH DAKOTA

State Information

Financial assistance to industry:

- No corporate tax
- No personal income tax
- No personal property tax
- No business inventory tax
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Local property tax abatements
- Loan packaging assistance

Tax rates:

Sales tax	4% + 1% local option
Inventory tax	none
Equipment & machinery tax	none
Gasoline tax	$.13/gal.
Gasohol tax	$.09/gal.

SOUTH DAKOTA

Advanced education facilities:

Four-year colleges and universities 14
Two-year or junior colleges.................5
Vocational and business schools....19

Medical Facilities:

Hospitals...59
Clinics...NA

Labor Analysis:

High school graduates................9,904
Workers in unions and employee organizations..........................14.7%

Source: **South Dakota Department of State Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
SOUTH DAKOTA	690.2	704.3
Aberdeen	26.0	NA
Rapid City	46.5	48.0
Sioux Falls	81.3	84.8

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Sioux Falls	109.4	114.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH DAKOTA	26.8	41.4	7.27
Sioux Falls	8.7	NA	NA

*Preliminary figures
NA = not available

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
SOUTH DAKOTA	330.5	14.0	4.2
Sioux Falls	63.1	2.3	3.6

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Labor, P.O. Box 1730, Aberdeen, 57401, 605/622-2314

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	230.1	....	....
MANUFACTURING	25.0	41.1	7.36
DURABLE GOODS	12.2	39.2	6.78
NONDURABLE GOODS	12.8	42.9	7.88
Food and Kindred Products—SIC 20	8.0	44.4	8.71

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below.

Aberdeen 1, 3, 10
Rapid City 1, 5, 6, 9, 10, 12
Sioux Falls 1 to 4, 6 to 8, 10 to 12

Railroads

1. Chicago & North Western
2. Milwaukee Road
3. Burlington Northern

Airlines

4. AAA Air Enterprises
5. Continental
6. Frontier
7. Mesaba Aviation
8. Ozark
9. Pioneer Airlines
10. Republic
11. United
12. Western Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Aberdeen — 6eg
Rapid City — 1e, 2g
Sioux Falls — 3e, 4e, 5g

1. Black Hills Power and Light Co.
   625 9th St., Box 1400, Rapid City 57709
2. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck, ND 58501
3. Northern States Power Co.
   500 W. Russell, Sioux Falls 57104
4. Sioux Falls Mun. Lt. & Pwr. Dept.
   2000 N. Minnesota Ave., Sioux Falls 57104
5. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
6. Northwestern Public Service Co.
   Northwestern Nat'l Bk. Bldg., Huron 57350

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	400
Portland	500	26,300
Clays (excl. bentonite)	159	379
Gem stones	NA	75
Gold (recov. cont. of ores, etc.) (troy ozs.)	204,700	81,174
Sand & gravel	3,400	7,060
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	27	216
Stone:		
Crushed	2,600	7,400
Dimension	48	16,270
Combined value of beryllium concentrate, clays (bentonite), feldspar, gypsum, lime and mica (scrap)		5,482
Grand Total South Dakota 1982		**144,756**

* = thousand short tons except as noted
NA = not available

Environment Controls

Air & Water Pollution

Jim Nelson, Div. Dir., Dept. of Water and Natural Resources, Joe Foss Bldg., Pierre, 57501, 605/773-3351

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp F. Jan.	Temp F. Jul.	Degree Days Heating	Degree Days Cooling
Aberdeen	8	72	8570	589
Rapid City	21	73	7301	667
Sioux Falls	12	74	7885	749

Industrial Development Counselors

State Development Agency

Wegner, Helen V., Sec'y
Dept. of State Dev.
221 South Central
Pierre, 57501
605/773-3158

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Aberdeen
Engel, Calvin, Exec. V.P.
City Dev. Corp., Box 1179, 57401
605/229-5335

Pierre
Brenick, Albert K., Dir.
Pierre Area Econ. Dev.
P.O. Box 548, 300 S. Highland, 57501
605/244-6610 or 7361

Rapid City
Shelton, Wesley D., Dir.
Area Econ. Dev.
P.O. Box 747, 57709
605/343-1880

Sioux Falls
Stenseth, David L., Pres.
Sioux Falls Dev. Fdtn.
131 E. 10th St., 57102
605/339-0103

Plant Location

WEST SOUTH CENTRAL

- ARKANSAS • LOUISIANA • OKLAHOMA • TEXAS

Regional Review

by Harry Waddell

In spite of the well publicized difficulties of the important oil and gas industry, things are looking up in the Mid-South — Texas, Oklahoma, Louisiana, and Arkansas. Many businesses are benefitting from the nation's general economic upturn. Also, the region does not seem to have lost its attraction for new industries and expansion of many existing businesses.

A quick rundown of the observations of economists and those who follow industrial development trends in the West South Central United States follows:

Texas. Overall, the state is expecting a good year in 1984, says Edward L. McClelland, an economist with RepublicBank Dallas.

"There have been wide variations in unemployment around the state. Early this year the lowest rate was 3½% in the Bryan-College Station area (Brazos County) and the highest 40% at McAllen and 27% at Loredo on the Mexican Border," McClelland reports.

The present outlook is that it will be a couple of years before deep drilling for oil and gas resumes on its previous scale, but shallow-well activity and secondary recovery are doing better. Rig makers and suppliers of heavy equipment are hampered by the fact that one rig is idle for every rig operating, despite the scrapping of many rigs, the industry reports.

The rest of the Texas economy is doing well, according to McClelland, particularly in the areas of Dallas-Ft. Worth, Austin, and San Antonio. "Defense spending and the high-tech industries have contributed," he says, "and the upward trend of the last 20 years in apparel, food, and electronics is continuing. There is no cheap labor in the Dallas-Ft. Worth, Austin, and

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Mr. Waddell is editor emeritus of ABA Banking Journal.

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San Antonio corridor or Houston areas."

Also, moves to the Sun Belt continue. The Burlington Northern Railroad is moving 400 people to Ft. Worth, McClelland reports.

Oklahoma. The oil industry's picture in Oklahoma is about the same as that in Texas. There is some recovery under way, and the proportion of rigs in operation is back up to about half of those available.

But that is only part of the general economic scene. Many industries are doing well. Just the same, the labor supply is favorable and it looks as if the high wage level of recent years will go below the national average, according to Grover C. Phillips, director of the industrial division of the Oklahoma Department of Economic Development.

"Among the industries doing well is Western Electric, which is expanding its employment from 300-400 to 1,200," Phillips reports.

"In 1983, industries in Oklahoma committed more dollars for new and improved facilities than in any other year since 1977."

He comments that industrial development activity is particularly improved among smaller companies and that "we're getting a lot of lookers."

Louisana. The recession hasn't been kind to Louisana, but an important recovery seems to be under way for 1984 and 1985.

A big part of the state's economy is the manufacture of petro-chemicals, and now a drive is on to bring in the users of such chemicals. Pharmaceutical companies, for instance. There are processing facilities and plenty of land available, and "the pace of inquiries from all over has quickened."

Building of ships and boats had been in the doldrums but is coming back — particularly pleasure craft. Furthermore, the recession-caused losses in total business of the vessel builders have been somewhat eased by improvements in market share. Early this year, non-agricultural unemployment in the New Orleans area was 9.6% compared with 10.4% statewide.

The above is a summary of the Louisiana industrial scene, as perceived by John W. Foltz, director of business development in the State Department of Commerce & Industry.

Arkansas. "Our opportunities are exciting for more new jobs and more capital investment than last year. We're coming out of the recession," says Wallace A. Gieringer, an experienced Arkansas industrial developer in Pine Bluff who is president of the Jefferson County Industrial Foundation.

"We have a quality labor force with a good work ethic, and employers treat their people well."

If Geiringer sounds optimistic and confident, he is. Some of the industrial development that is under way and in prospect is new, but the bulk of it represents expansion projects, he reports.

An important ingredient of his optimism is the contribution to the state's economy made by navigability of the Arkansas River.

"Our port does business regularly with six of the seven continents of the world — every place except Antarctica," he explains.

"We're importing vermiculite from South America to process into grout for coal mines. We ship pelletized rice hulls to West Germany for cattle feed. We export paper for milk cartons to Japan and Australia, and bulgur [parched, cracked wheat] from Kansas that is pushed on barges to New Orleans, where the barges are loaded onto ships bound for Mediterranean countries."

ARKANSAS

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for pollution control
- Bonds for buildings, land and equipment
- State guarantee for $1 million in bonds
- Aid for job training
- "Free Port" law
- Foreign Trade Zone on Arkansas River

Tax rates:

Corporate income tax	1 to 6% over $25,000 net
Personal income tax	1-7% over $25,000
Property tax	Average $13.11 per $1000 market value
Sales tax	3%
Exemptions for manufacturing equipment	
Inventory tax $13.11/M exc. "Free Port" items	
Franchise and incorp. tax	$1.10/M
Gasoline tax	$.095/gal.
Gasohol	exempt from state tax

Advanced education facilities:

Four-year colleges and universities	17
Two-year or junior colleges	7
Vocational and business schools	30

Medical facilities:

Hospitals	96
Clinics	NA

Labor analysis:

High school graduates (1981-82)	29,710
Mfg. workers in unions	15%

Source: **Arkansas Industrial Development Commission**............501/371-2052

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
ARKANSAS	2,285.5	2,343.7
El Dorado	26.7	NA
Fayetteville	36.6	37.3
Fort Smith	71.4	73.0
Hot Springs	35.2	NA
Jacksonville	27.6	28.4
Jonesboro	31.5	NA
Little Rock	158.5	175.7
North Little Rock	64.4	65.1
Pine Bluff	56.6	56.0
Texarkana*	52.8	53.4
West Memphis	28.1	27.9

NA = not available

*Texarkana is a two-state city. Total includes both AR and TX.

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Fayetteville—Springdale	177.9	104.5
Fort Smith, AR—OK	203.3	169.9
Little Rock—North Little Rock	393.5	491.2
Memphis, TN—AR—MS	912.9	931.8
Pine Bluff	90.7	90.4
Texarkana, TX—AR	127.0	116.0

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—September 1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARKANSAS	206.7	40.6	7.08
Fayetteville—Springdale	18.3	39.7	6.47
Fort Smith	22.5	40.6	7.30
Little Rock—North Little Rock	26.1	42.0	8.03

ARKANSAS

EVEN FULLY LOADED, IT'S ECONOMICAL.

It's true, businessmen choose Arkansas because it offers so many standard features that other states don't even as options—crystalline lakes, fish-filled rivers, beautiful mountains—and a sunbelt that makes all the rest even more enjoyable.

The Arkansas. The best deal in America.

And when it comes to high performance at a low cost of doing business, Arkansas can't be beat. Low taxes, affordable electric power and cost-free employee training programs are just part of the reason Arkansas is getting the checkered flag from so many companies.

Drive the Arkansas. And watch the lights turn green.

In the Arkansas, you'll find a state government that wants to help you get where you're going—not hinder you. That's why you'll find a minimum of red tape and regulation.

If you and your company are considering hitting the road in search of a new home, call the Arkansas Industrial Development Commission, (501) 371-2555, or write One Capitol Mall, Little Rock, Arkansas 72201. We'll arrange a test drive that'll put the thrill back into business.

IN THE NEW ARKANSAS, YOU'VE ARRIVED.

Circle 78 on Brochure Service Card

Pine Bluff	5.9	41.7	9.07

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
ARKANSAS	1,021.8	92.9	9.1
Fayetteville—Springdale	81.9	5.2	6.3
Fort Smith	86.4	8.0	9.2
Little Rock—North Little Rock	194.4	15.5	8.0
Pine Bluff	37.9	3.7	9.8

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Division, ESD Bldg., Capitol Mall, Little Rock, 72201, 501/371-2121

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Memphis, Tenn.-Ark.-Miss. 11/82
Office, professional & technical	
Clerks, payroll	6.62
Secretaries	6.85
Stenographers	(b)8.48
Switchbd opr-recept's	5.56
Drafters	8.41
Electronics technicians	(a)8.55
Computer operators	7.81
Computer programmers (business)	9.54
Maintenance & powerplant (men)	
Carpenters	(a)10.50
Electricians	11.62
Engineers, stationary	11.46
Machinists	10.56
Mechanics (machinery)	10.84
Tool & die makers	11.10
Custodial & material movement (men)	
Guards & watchmen	*5.90
Janitors, porters & cleaners	*5.96
Laborers, mat'l handling	5.15
Shipping & receiving clerks	6.63
Truckdrivers	6.96
Forklift operators	8.29

*Computed from available statistics
(a) Mfg. & non-mfg.

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	719.3	. . . .	. . . .
MANUFACTURING	195.8	38.6	6.69
DURABLE GOODS	101.2	38.8	6.70
Lumber and Wood Products—SIC 24	18.3	40.0	6.19
Furniture and Fixtures—SIC 25	8.7	35.7	5.72
Stone, Clay, and Glass Products—SIC 32	4.5	40.4	7.62
Primary Metal Industries—SIC 33	6.4	39.3	7.92
Fabricated Metal Products—SIC 34	13.6	38.8	6.98
Machinery, Except Electrical—SIC 35	12.3	38.5	6.85
Electric & Electronic Equipment—SIC 36	21.7	38.3	6.98
Transportation Equipment—SIC 37	6.5	40.9	7.15
NONDURABLE GOODS	94.6	38.3	6.68
Food and Kindred Products—SIC 20	35.7	38.0	5.35
Textile Mill Products—SIC 22	2.9	37.1	6.29
Apparel and Other Textile Products—SIC 23	10.7	34.2	4.72
Paper and Allied Products—SIC 26	12.1	41.7	10.28
Printing and Publishing—SIC 27	9.4	38.3	6.89
Chemicals and Allied Products—SIC 28	6.9	39.2	10.04
Petroleum and Coal Products—SIC 29	1.4	49.5	8.25
Rubber and Plastics Products, NEC—SIC 30	8.7	40.1	7.35
Leather and Leather Products—SIC 31	6.8	36.5	4.81

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

El Dorado 4, 13
Fayetteville 1, 10, 12, 13
Fort Smith 1, 2, 4, 9, 10, 12, 13
Hot Springs 4, 12
Jacksonville 4 (Little Rock)
Jonesboro 1, 3, 4, 12
Little Rock 3 to 5, 6 to 9, 12, 14, 15
North Little Rock 3, 4 (Little Rock)
Pine Bluff 3, 4, 5 (Little Rock)
Texarkana 2, 3, 4, 11, 12
West Memphis 1, 3, 4 (Memphis, TN)

Railroads

1. Burlington Northern
2. Kansas City Southern
3. St. Louis Southwest
4. Missouri Pacific Lines
5. Norfolk Southern

Airlines

6. American
7. Continental
8. Delta
9. Frontier
10. Metroflight Airlines
11. Rio Airways
12. Scheduled Skyways
13. Sunbelt Airlines
14. Trans-Central
15. TWA

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

El Dorado — 1e
Fayetteville — 7e, 8g
Fort Smith — 2e, 5g
Hot Springs — 1e
Jacksonville — 1e
Jonesboro — 9e
Little Rock — 1e
North Little Rock — 4e
Pine Bluff — 1e
Texarkana — 7e
West Memphis — 6e

1. Arkansas Power & Light Co.
P.O. Box 551, Little Rock 72203
2. Oklahoma Gas & Electric Co.
321 N. Harvey Ave., Oklahoma City
Oklahoma 73101
4. North Little Rock Electric Dept.
800 Main St., Box 159, North Little
Rock 72115
5. Arkansas Oklahoma Gas Corp.
115 N. 12th St., Fort Smith 72901
6. West Memphis Utility Dept.
604 E. Cooper, Box 38, West
Memphis, 72301
7. Southwestern Electric Power Co.
428 Travis St., Box 21106
Shreveport, La. 71156
8. Arkansas Western Gas Co.
1001 Sain St., Fayetteville 72701
9. Jonesboro Water & Lt. Plant
400 E. Monroe, Jonesboro 72401

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Bauxite (thou. metric tons)	602	14,800
Clays	614	5,179
Gem stones	NA	250
Lime	151	8,621
Sand & gravel	8,510	25,000
Stone:		
Crushed	12,680	45,200
Dimension	5	290
Combined value of abrasives, barite, bromine, cement, gypsum, talc (soapstone), tripoli, and vanadium		147,864
Grand Total Arkansas 1982		**247,204**

* = thousand short tons except as noted
NA = not available

Environment Controls

Air Pollution

Wilson Tolefree, Air Div. Chief, Dept. of Pollution Control & Ecology, 8001 National Dr., Little Rock, 72209, 501/562-7444

Water Pollution

James Shell, Water Div. Chief, same address and phone as above

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
El Dorado	43	82	2755	2109
Fayetteville	35	78	4174	1366
Fort Smith	38	82	3477	1969
Hot Springs	41	82	2932	2147
Jonesboro	38	82	3521	1946
Little Rock	40	82	3152	2045
Pine Bluff	43	83	2729	2272

Industrial Development Counselors

State Development Agency

Harrington, A. David, Exec. Dir.
Arkansas Ind. Dev. Cmsn.
One State Capitol Mall
Little Rock, 72201
501/371-2052

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Conway

Murphy, Guy W., C.I.D., Exec. V..P.
Conway Dev. Corp.
P.O. Box 1492, 72032
501/327-7788

Little Rock

Bush, Alton, C.I.D., Ind. Dev. Cslr.
AR Power & Light Co.
P.O. Box 551, 72201
501/371-4326

Fleming, O. Nolan, C.I.D.
Dir. of Econ. & Ind. Dev.
Greater Little Rock Chamber of Comm.
One Spring St., 72201-2486
501/374-4871 Ext. 43

Joliff, Charles, C.I.D., Dist. Mgr.
American Trustee, Inc.
19014 Quail Run Dr., 72209
501/455-1404

Pine Bluff

Gieringer, Wallace A., C.I.D., Pres.
Jefferson Cty. Ind. Fdtn.
Box 6866, 71611
501/535-7189

PLANT LOCATION ADVERTISERS offer you the best possible contacts for information on their areas. Contact them directly or use the handy reader inquiry card in the back of the book.

LOUISIANA

State Information

Financial assistance to industry:
- Tax exemptions
- Restoration tax abatement
- Bonds for buildings, land & equipment
- Bonds for pollution control
- Free pre-employment training
- Energy conservation
- Enterprise zones

Tax rates:

Corporate income tax 4-8%

8% after $200,000 of LA earnings. Federal income tax is deductible for calculating state income tax, therefore cutting the effective state tax rate by one half.

Personal income tax ....2 to 6%
Sales tax 3%
Franchise and incorp. tax $1.50/M
Gasoline tax .... $.08/gal.

Advanced education facilities:
Four-year colleges and universities 28
Two-year or junior colleges.................6
Vocational and technical schools....53

Medical facilities:
Hospitals 164

Labor analysis:
High school graduates 47,019
Mfg. workers in unions (non-agri.) 16.2%

Source: **Louisiana Office of Commerce and Industry**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
LOUISIANA	4,204.0	4,373.4
Alexandria	51.6	54.0
Baton Rouge	220.0	239.7
Bossier City	50.0	53.1
Houma	32.6	34.7
Kenner	66.4	69.9
Lafayette	82.0	87.3
Lake Charles	75.0	76.0
Monroe	57.6	58.4
New Iberia	32.7	NA
New Orleans	557.5	558.6
Shreveport	206.0	210.3
Slidell City	27.0	30.2

NA = not available

Let CABS take you where you want to go.

Gulf States Utilities Company has a free service called CABS, Computer Analysis of Building and Sites, for companies interested in locating in Southeast Texas and South-Central Louisiana. CABS will give you a readable printout of information you need to help make relocation decisions. You'll receive immediate feedback on property availability including the age, condition and pricetag of buildings, utility rates and the proximity of sites to air, rail and water transportation. Take a CABS to get to the right place.

For your free CABS information, call or write:
Gulf States Utilities Company
Business Development Department
c/o John Bordelon
P. O. Box 2951
Beaumont, Texas 77704
(409) 838-6631, ext. 4319

CABS
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GETS YOU WHERE YOU WANT TO GO

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FOR YOUR
BUSINESS TO GROW
A GOOD PLACE
FOR YOUR
EMPLOYEES TO LIVE

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The reasons why are numerous. This Right-to-Profit, Right-to-Work state has a business-oriented state government. We've got a willing and able labor pool. And we've got the land, natural resources and energy to meet your needs. Equally important, we can supply the incentives to make your management people want to move here. Louisiana can satisfy their personal needs and their families' wants. And that can be critical to your company's continued success.

To learn more, contact: A. J. "Dusty" Rhodes, C.I.D., Area and Industrial Development Manager, Louisiana Power & Light, Box 6008, 142 Delaronde Street, New Orleans, Louisiana 70174 (504) 363-8801.

Send for our free brochure.

LOUISIANA POWER & LIGHT
MIDDLE SOUTH UTILITIES SYSTEM

WORKING FOR A SECURE ENERGY FUTURE

Circle 80 on Brochure Service Card

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Alexandria	152.0	139.7
Baton Rouge	494.0	528.5
Houma—Thibodaux	NA	187.0
Lafayette	150.0	205.2
Lake Charles	167.0	173.5
Monroe	139.2	145.0
New Orleans	1,186.7	1,304.9
Shreveport	376.6	341.9

NA = not available

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
LOUISIANA	192.5	41.0	9.95
Alexandria	5.8	NA	NA
Baton Rouge	24.3	42.8	11.45
Lafayette	5.0	NA	NA
Lake Charles	9.7	NA	NA
Monroe	7.3	NA	NA
New Orleans	43.5	39.9	9.19
Shreveport	24.3	38.2	9.58

*Preliminary figures
NA = not available

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
LOUISIANA	1,919.4	221.7	11.6
Alexandria	78.1	8.4	10.8
Baton Rouge	239.6	22.9	9.6
Lafayette	101.3	8.5	8.4
Lake Charles	77.2	12.0	15.5
Monroe	58.4	6.5	11.1
New Orleans	518.6	54.6	10.5
Shreveport	169.8	18.8	11.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Employment Security, Employment Security Bldg., 1001 N. 23rd St., P.O. Box 44094, Capitol Station, Baton Rouge, 70804, 504/342-3111

LOUISIANA WORKERS HAVE 50% FEWER WORK STOPPAGES THAN THE U.S. AVERAGE.

Based on a five-year comparison of data from the U.S. Department of Labor, Bureau of Statistics, Louisiana's work stoppage record is literally twice as good as the national average. At a time when productivity is more critical than ever before, doesn't it make sense to consider a state where right-to-work also means want-to-work? **N**o wonder Louisiana is a brilliant move.

Then there is value added by Louisiana production workers: 47 percent higher than the U.S. average, according to the *Census of Manufacturers* and the *U.S. Statistical Abstract*. **A**nd Louisiana has one of the best, most comprehensive pre-employment training programs to be found anywhere. **N**ot only is it free to the employer, but because it's fully-funded by the state we can guarantee that a work force trained to your specifications will be ready to work the day your plant opens for production.

Right-to-work, want-to-work, ready-to-work. For more facts and information on Louisiana's remarkably productive workers, call Kevin Couhig at (504) 342-5361 or write him at the Louisiana Office of Commerce and Industry,
P.O. Box 44185, Dept. PL24
Baton Rouge, LA 70804.

LOUISIANA

A Brilliant Move.

Visit the Louisiana World Exposition, New Orleans, May 12-November 11, 1984

Circle 79 on Brochure Service Card

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	New Orleans 10/83
Office, professional & technical	
Clerks, payroll	*7.10
Secretaries	7.94
Stenographers	NA
Switchbd opr-receptionists	5.82
Drafters V	10.86
Electronics technicians	*13.13
Computer operators	*7.71
Computer programmers (business)	*10.21
Maintenance & powerplant (men)	
Carpenters	*14.23
Electricians	12.54
Engineers, stationary	12.68
Machinists	NA
Mechanics (machinery)	11.63
Custodial & material movement (men)	
Guards & watchmen	7.13
Janitors, porters & cleaners	6.19
Laborers, material handling	5.28
Shipping & receiving clks	*8.24
Truckdrivers	8.26
Forklift operators	7.40

*Computed from available statistics
NA = not available

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,614.0	. . . .	. . . .
MANUFACTURING	205.7	41.0	9.38
DURABLE GOODS	98.6	40.4	8.96
Lumber and Wood Products—**SIC 24**	12.4	37.8	6.53
Furniture and Fixtures—**SIC 25**	0.7	. . . .	. . . .
Stone, Clay, and Glass Products—**SIC 32**	7.6	40.7	8.68
Primary Metal Industries—**SIC 33**	5.8	. . . .	. . . .
Fabricated Metal Products—**SIC 34**	17.9	39.6	9.53
Machinery, Except Electrical—**SIC 35**	14.5	39.7	9.53
Electrical Equipment and Supplies—**SIC 36**	10.2	37.9	9.42
Transportation Equipment—**SIC 37**	27.2	39.9	9.35
NONDURABLE GOODS	107.1	41.6	9.80
Food and Kindred Products—**SIC 20**	25.1	38.7	6.29
Apparel and Other Textile Products—**SIC 23**	8.7	34.3	4.38
Paper and Allied Products—**SIC 26**	12.2	43.9	10.96
Printing and Publishing—**SIC 27**	9.7	36.1	8.11
Chemicals and Allied Products—**SIC 28**	33.8	42.3	13.51
Petroleum and Coal Products—**SIC 29**	13.4	46.0	12.26

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Alexandria 2, 3, 6, 12 to 15, 29
Baton Rouge 2, 5, 6, 10, 14, 15, 28, 29
Bossier City 1, 3, 5, 6 (Shreveport)
Houma 3, 20
Kenner 5, 6 (New Orleans)
Lafayette 3, 14, 18, 20, 22, 29
Lake Charles 2, 3, 6, 14, 18, 29
Monroe 2, 5, 15, 28, 29
New Iberia 3 (Lafayette)
New Orleans 2 to 11, 14 to 17, 19, 21, 25 to 30, 32 to 37
Shreveport 1, 2, 3, 5, 6, 10, 14, 15, 29, 31
Slidell City 5, (New Orleans)

Railroads

1. St. Louis Southwest
2. Missouri Pacific Lines
3. Southern Pacific Lines
4. Norfolk Southern
5. Illinois Central Gulf
6. Kansas City Southern
7. Southern
8. Seaboard

Airlines

9. Air New Orleans
10. American
11. Aviateca
12. Best Airlines
13. Chaparral Airlines
14. Continental
15. Delta
16. Dolphin Airlines
17. Eastern
18. Eastern Metro Express
19. Flight Line
20. Hammonds Air Service
21. Lacsa
22. Metroflight Airlines
23. Northeastern Int'l
24. Northwest
25. Ozark
26. Pan Am
27. Piedmont
28. Republic
29. Royale Airlines
30. Sahsa
31. Scheduled Skyways
32. Southwest Airlines
33. Taca
34. TWA
35. United
36. USAir
37. Western Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Alexandria — 1eg, 13g
Baton Rouge — 3e, 12g
Bossier City — 4e, 11g
Houma — 11eg, 2g
Kenner — 8e, 12g
Lafayette — 5e, 13g
Lake Charles — 3e, 7g
Monroe — 8e, 12g
New Iberia — 6e, 7g
New Orleans — 8e, 9g
Shreveport — 4e, 11g
Slidell City — 6e, 12g

1. Alexandria Util. Div.
   City Hall, P.O. Box 71, Alexandria 71301
2. Sugar Bowl Gas Corp.
   Box 669, Thibodaux 70302
3. Gulf States Utilities Co.
   446 North Blvd., Baton Rouge 70805
4. Southwestern Electric Power Co.
   428 Travis St., Box 21106, Shreveport 71156
5. Lafayette Utilities System
   Box 4017-C, Lafayette 70502
6. Central Louisiana Electric Co., inc.
   415 Main St., Pineville 71360
7. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
8. Louisiana Power and Light Co.
   142 Delaronde St., New Orleans 70174
9. New Orleans Public Service, Inc.
   317 Baronne St., New Orleans 70160
10. Arkansas Louisiana Gas Co.
    525 Milan, Shreveport 71151
11. Houma Municipal Gas System (Light & Water)
    Box 6097, (Box 987), Houma 70361
12. Louisiana Gas Service Co.
    P.O. Box 433, Harvey 70059
13. Louisiana Intrastate Gas Corp.
    P.O. Box 1352, Alexandria 71301

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. Bentonite)	918	7,125
Gem stones	NA	1
Salt	12,088	127,612
Sand & gravel	16,370	56,300
Stone (some crushed)	W	W
Sulfur (Frasch) (thou. metric tons)	1,193	W
Combined value of cement, clays (bentonite), gypsum, lime, stone, and values indicated by symbol W		234,921
Grand Total Louisiana 1982		**425,959**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Environment Controls

Jim Porter, Asst. Secy., Dept. of Natural Resources, Off. of Environ. Affairs, P.O. Box 44396, Baton Rouge, 70809, 504/342-1265

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We've located Plantation Business Campus on the historic Destrehan Plantation, an important aesthetic consideration. The Plantation Business Campus location takes full advantage of New Orleans' unsurpassed transportation and distribution capabilities. Railroad, highway and airport facilities are all readily accessible. And the local business and community environment is especially hospitable.

Space to suit you, not the other way around.

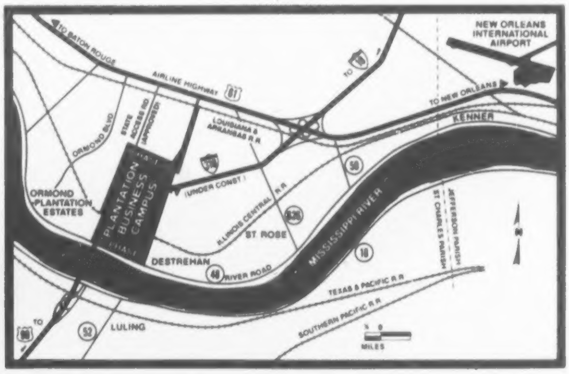
Plantation Business Campus is ready to accommodate you now. We've designed it with a flexibility that enables us to create space for your specific requirements. And we'll make sure you get the cooperation you need to build and operate the facility you want. One more thing: our price structure is extremely competitive.

The bottom line: A site that makes doing business a pleasure.

Consider the profitability factors: size, location, accessibility, flexibility, price. Put simply, a move to Plantation Business Campus can make your business perform better. And that's the bottom line.

When you consider sites, take a clear-eyed look at the bottom line—and move to a profit center.

Call or write for our brochure.



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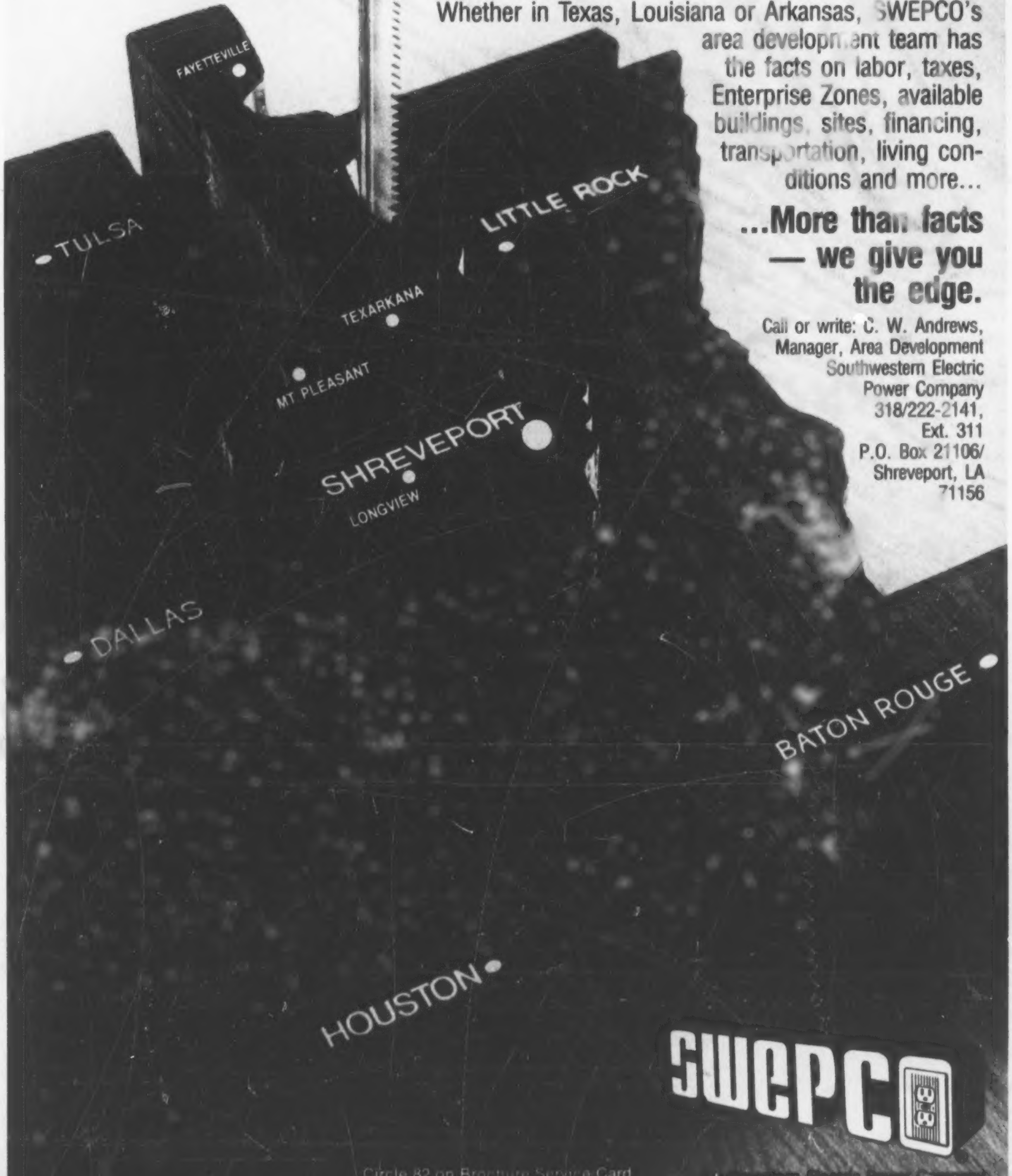
Call or write: C. W. Andrews,
Manager, Area Development
Southwestern Electric
Power Company
318/222-2141,
Ext. 311
P.O. Box 21106/
Shreveport, LA
71156



Circle 82 on Brochure Service Card

Southwestern Electric Power Company
A Member of the Central and South West System

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Alexandria	48	83	1961	2521
Baton Rouge	51	82	1673	2605
Houma	54	82	1315	2755
Lafayette	52	82	1560	2675
Lake Charles	52	82	1579	2682
Monroe	45	82	2404	2340
Shreveport	46	83	2269	2444

Industrial Development Counselors

State Development Agency

Couhig, Kevin, Asst. Sec'y
Louisiana Off. of Comm. & Ind.
P.O. Box 44185
Baton Rouge, 70804
504/342-5361

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Alexandria

LeBlanc, William R., Econ. Dev. Dir.
Kisatchie Delta Reg. Plng.
& Dev. Dist., Inc.
P.O. Box 8076
1220 MacArthur Dr., 71301
318/487-5454 Ext. 61

Baton Rouge

Barnes, John H., Exec. Dir.
Capital Econ. Dev.
Distict Council, Inc.
4864 Constitution Ave.
Suite 2-A, 70808
504/926-4371

Destrehan

Director
Plantation Bus. Campus
104 Campus Dr. E., 70047
504/469-0900

Lafayette

Thomas, Ralph U., Exec. Dir.
Harbor, Terminal & Ind. Dev. Dist.
P.O. Drawer 51307, 70505
318/233-2705

Monroe

Luke, Miles K., C.I.D., Exec. Dir.
Ind. Dev. Bd. of N.E. LA
141 DeSiard St., Suite 100, 71201
318/387-0787

New Orleans

Mellin, Gilbert M., V.P.
Whitney National Bank
P.O. Box 6-1260, 70161
504/586-7239

Rhodes, A. J., C.I.D., Ind. Dev. Mgr.
Louisiana Power & Light Co.
P.O. Box 6008, 70174
504/363-8801

Shreveport

Andrews, C. W., Mgr. Area Dev.
Southwestern Electric Power Co.
Box 21106, 71156
318/222-2141

Loveless, Roland A., Dir.
Shreveport Econ. Dev. Fdtn.
Box 20074, 71120
318/226-8521

Bryan, Wayne R., V.P., Econ. Dev. Mgr.
First National Bank
Box 21116, 71154
318/226-2346

OKLAHOMA

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land & equipment
- Bonds for pollution control
- Aid for job training

Tax rates:

Corporate income tax	4%
Personal income tax	6% maximum
Property tax — no state property tax	
Local property tax	averages $1.02 per $100 of fair cash value
Sales tax	2%
Inventory tax	see property tax
Franchise and incorporation tax	$1.25/M; $20,000 maximum
Gasoline tax	6.58¢/gal.

Advanced education facilities:

Four-year colleges and universities	22
Two-year or junior colleges	19
Vocational and business training schools	38

Medical facilities:

Hospitals	142
Clinics	NA

Labor analysis:

High school graduates	36,799
Mfg. workers in unions	15.3%

Source: **Oklahoma Dept. of Economic Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
OKLAHOMA	3,025.3	3,187.8
Bartlesville	34.6	NA
Broken Arrow	35.8	NA
Del City	28.4	NA
Edmond	34.6	NA
Enid	50.4	52.7
Lawton	80.1	81.8
Midwest City	49.6	49.7
Moore	35.1	NA
Muskogee	40.0	41.9
Norman	68.0	71.4
Oklahoma City	403.2	410.4
Ponca City	26.2	NA
Shawnee	26.5	28.6
Stillwater	38.3	NA
Tulsa	360.9	370.8

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Enid	62.8	65.6
Fort Smith, AR—OK	203.3	169.9
Lawton	112.5	114.6
Oklahoma City	834.1	905.6
Tulsa	689.6	698.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
OKLAHOMA	171.2	40.7	9.30
Enid	2.4	NA	NA
Lawton	3.3	NA	NA
Oklahoma City	56.1	41.0	9.67
Tulsa	54.4	41.5	10.10

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
OKLAHOMA	1,522.6	114.9	7.5
Enid	32.1	2.1	6.5
Lawton	35.8	2.1	5.8
Oklahoma City	483.2	27.5	5.7
Tulsa	357.6	30.2	8.4

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., Will Rogers Memorial Office Bldg., Oklahoma City, 73105, 405/521-3735

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Oklahoma City 8/83
Office, professional & technical	
Clerks, payroll	6.95
Secretaries	7.80
Stenographers	NA
Switchbd opr-recept's	5.96
Drafters	8.91
Electronics technicians	NA
Computer operators	8.06

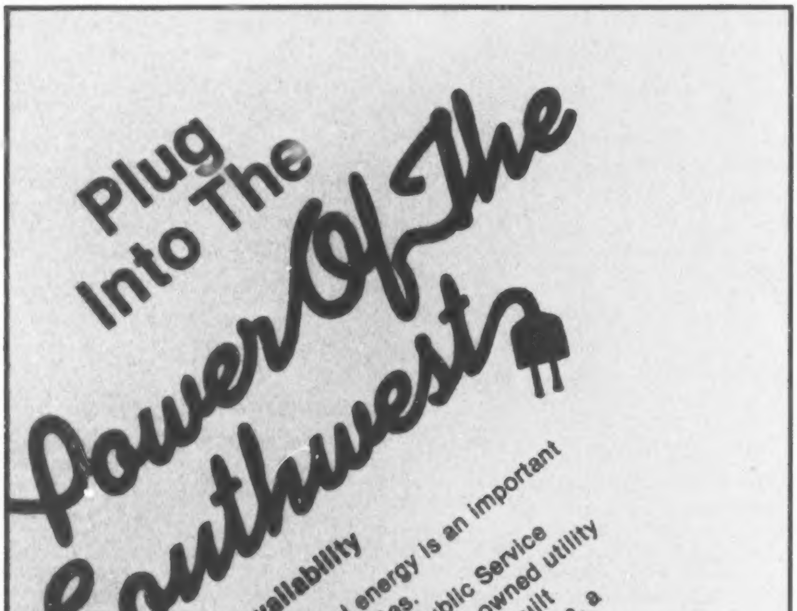
OKLAHOMA

Computer programmers (business)	10.83
Maintenance & powerplant (men)	
Carpenters	NA
Electricians	12.49
Engineers, stationary	12.83
Machinists	NA
Mechanics (machinery)	10.06
Tool & die makers	12.70
Custodial & material movement (men)	
Guards & watchmen	7.91
Janitors, porters & cleaners	9.22
Laborers, material handling	6.54
Shipping & receiving clerks	*7.91
Truckdrivers	8.55
Forklift operators	8.93

* Computed from available statistics

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,232.2	....	....
MANUFACTURING	183.6	39.5	8.69
DURABLE GOODS	119.4	39.7	8.84
Lumber and Wood Products—**SIC 24**	3.2	....	....
Stone, Clay, and Glass Products—**SIC 32**	10.3	40.5	9.33
Primary Metal Industries—**SIC 33**	5.0	37.6	9.15
Fabricated Metal Products—**SIC 34**	23.2	39.9	9.04
Machinery, Except Electrical—**SIC 35**	40.5	39.4	8.10
Electric & Electronic Equipment—**SIC 36**	12.2	41.3	8.77
Transportation Equipment—**SIC 37**	16.9	39.6	11.07
Instruments and Related Products—**SIC 38**	....	39.1	8.58
NONDURABLE GOODS	64.2	39.2	8.41
Food and Kindred Products—**SIC 20**	15.3	41.2	7.83
Apparel and Other Textile Products—**SIC 23**	9.8	36.0	4.57
Paper and Allied Products—**SIC 26**	....	40.9	8.51
Printing & Publishing—**SIC 27**	11.2	39.1	8.37
Petroleum and Coal Products—**SIC 29**	8.3	....	....
Rubber and Plastics Products, NEC—**SIC 30**	11.5	....	....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SPS
SOUTHWESTERN PUBLIC SERVICE COMPANY

Circle 132 on Brochure Service Card

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Bartlesville 1, 3 (Tulsa)
Broken Arrow 3 (Tulsa)
Del City (Oklahoma City)
Edmond 1 (Oklahoma City)
Enid 1, 2, 12
Lawton 2, 12
Midwest City 1 (Oklahoma City)
Moore 1 (Oklahoma City)
Muskogee 2, 3, 4 (Tulsa)
Norman 1 (Oklahoma City)
Oklahoma City 1, 2, 3, 5 to 12, 15, 17 to 22
Ponca City 1, 12
Shawnee 1, 3 (Oklahoma City)
Stillwater 1, 12
Tulsa 1, 2 to 5, 7 to 9, 11, 13 to 17, 19 to 22

Railroads

1. Atchison, Topeka & Santa Fe
2. Burlington Northern
3. Missouri-Kansas-Texas
4. Missouri Pacific Lines

Airlines

5. Air Midwest
6. Altus Airlines
7. American
8. Continental
9. Delta
10. Eastern
11. Frontier
12. Metroflight Airlines
13. Muse Air
14. Ozark
15. Pan American
16. Scheduled Skyways
17. Southwest Airlines
18. Sunworld Int'l Airways
19. Trans-Central
20. TWA
21. United
22. Western

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Bartlesville — 3e, 4g
Broken Arrow — 3e
Del City — 1e
Edmond — 8e
Enid — 1e, 2g
Lawton — 3e
Midwest City — 1e, 2g
Moore — 1e
Muskogee — 1e
Norman — 1e
Oklahoma City — 1e, 2g
Ponca City — 7e, 2g
Shawnee — 1e, 2g
Stillwater — 6e, 2g
Tulsa — 3e, 2g

1. Oklahoma Gas and Elec. Co.
   321 N. Harvey Ave., Oklahoma City 73101
2. ONEOK Inc.
   624 S. Boston, Tulsa 74119
3. Public Service Co. of OK
   212 E. 6th St., Tulsa 74119
4. Gas Service Co.
   2460 Pershing Rd., Kansas City, MO 64108
5. Arkansas Louisiana Gas Co.
   525 Milan, Shreveport, LA 71151
6. Stillwater Electric Dept.
   723 S. Lewis, Box 631, Stillwater 74074
7. Ponca City Mun. Lt. Dept.
   1400 N. Union St., Box 1450, Ponca City 74602
8. Edmond Electric Dept.
   315 S.W. 33rd St., Edmond 73034

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	816	2,105
Gem stones	NA	2
Gypsum	1,146	10,090
Pumice	1	W
Sand & gravel	11,500	37,350
Stone:		
Crushed	31,090	87,000
Dimension	18	968
Combined value of cement, feldspar, iodine, lime, salt, tripoli, and values indicated by symbol W		97,486
Grand Total Oklahoma 1982		**235,001**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Environment Controls

Air Pollution

Dpty. Cmsr., Environ. Health Services, 10th & Stonewall, Oklahoma City, 73105, 405/271-4468

Water Pollution

Dpty. Cmsr., Environ. Health Services, same address and phone as above

ENERGY
Oklahoma is the nation's third largest natural gas producer.
ENTERPRISE
Oklahoma is well prepared to assist industry with a variety of financing plans, tailored to meet specific needs.
EDUCATION
The state Department of Vocational and Technical Education trains initial workers for your new plant.
ENTHUSIASM
Companies have reported their employee productivity at Oklahoma facilities to be as much as one-third higher than similar plants in other locations.
ENTRANCES & EXITS
Oklahoma is linked to national and international markets by road, rail, air and water.
Call Oklahoma Natural Gas Company Today
To find out how Oklahoma's assets can add up for you, call Ken Coe collect at **(918) 583-6161**, or write:
Ken Coe
Manager, Industrial Development
Oklahoma Natural Gas Company
P.O. Box 871
Tulsa, Oklahoma 74102

OKLAHOMA ASSETS ADD UP

OKLAHOMA NATURAL GAS CO.
P.O. Box 871 · Tulsa, Oklahoma 74102

Circle 84 on Brochure Service Card

When you're thinking of relocating, you need straight talk.

Not a sales talk.

Nice surroundings and a desirable quality of life are great. But no matter how much people like to talk about that, you need a lot more information when you're about to make a decision to move your company or open a division in a new part of the country.

That's why, if you're looking seriously at Dallas or anywhere else in Texas, you should call InterFirst first.

Because we're a bank, we look at the business environment the same way you do. Our Economic Development Department will give you straight talk about what it costs to do business here. We'll provide comprehensive data on available office space and rates, warehousing and manufacturing facilities, transportation, utilities, housing, cost of living, schools, wage and salary comparisons, construction costs, industrial revenue bond financing, labor supply, quality of life, and more.

And as part of the largest network of banks in Texas, now we can help you examine not just Dallas, Fort Worth and adjacent areas, but almost any location in the state.

Call Department Head Sam Holmes or Charles Page at (214) 744-8537 or write to P.O. Box 83380, Dallas, Texas 75283. They'll give you the straight talk you need to make an informed decision.

By the way, we think it's very nice living in Texas.

InterFirst
InterFirst Bank
Dallas

Member FDIC

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Dir., Oklahoma Water Quality Service, same address and phone as above

Solid & Industrial Waste

Dpty. Cmsr., Environ. Health Services, same address and phone as above

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bartlesville	35	82	3842	1886
Enid	35	84	3764	2075
Lawton	39	84	3237	2216
Muskogee	38	83	3409	2038
Oklahoma City	36	82	3735	1914
Ponca City	32	83	4279	1886
Stillwater	35	82	3793	1920
Tulsa	35	83	3731	2043

Industrial Development Counselors

State Development Agency

Casey, Jay C., Exec. Dir.
Phillips, Grover C., Ind. Div. Dir.
Maus, Bill, Internat'l Trade Dir.
Young, Arnold, Mktg. Svcs. Dir.
Dept. of Econ. Dev.
Office of the Governor
P.O. Box 53424
State Capitol Station
Oklahoma City, 73152
405/521-2401

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

McAlester
Reid, Jerry A., C.I.D., Exec. Dir.
McAlester Econ. Dev. Svc., Inc.
P.O. Box 759
17 E. Carl Albert Pkwy., 74501
918/423-2550

Oklahoma City
Cornell, Bob, Mktg. Dir.
RGDC, Inc.
P.O. Box 19060, 73144
405/691-4426
Guy, E. Gerald, Pres.
Sweetser Constructors, Inc.
420 W. Main St., 73012
405/236-1521

Ponca City
Long, Robert R., C.I.D., Exec. V.P.
Ponca City Ind. Fdtn., Inc.
112 N. 3rd, Box 1722, 74602
405/762-6385

Tulsa
Coe, Kenneth H., Ind. Dev. Mgr.
OK Natural Gas Co.
P.O. Box 871, 74102
918/583-6161
Moyer, Marilyn, Asst. V.P.
First Nat'l Bank & Trust Co. of Tulsa
P.O. Box 1, 74193
918/586-5427
Weddle, Rick, V.P.
Econ. Dev. Div.
Metro. Tulsa Chamber of Comm.
616 S. Boston, 74119
918/585-1201

TEXAS

State Information

Financial assistance to industry:

- Bonds for pollution control
- Industrial revenue bonds
- Texas Rural Industrial Development Act

Tax rates:

Personal property tax	varies
Sales tax	4%
Inventory tax	varies
Equip. and machinery tax	varies locally
Franchise tax	$4.25/M

Advanced education facilities:

Four-year colleges and universities	74
Two-year or junior colleges	66
Vocational and business schools	500

Source. **Texas Economic Development Commission**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
TEXAS	14,228.4	15,297.2
Abilene	98.3	102.6
Amarillo	149.2	158.4
Arlington	160.1	184.5
Austin	345.5	373.6
Baytown	56.9	61.6
Beaumont	118.1	119.9
Brownsville	85.0	96.3
Bryan	44.3	46.8
Carrollton	40.6	42.6
College Station	37.3	44.6
Corpus Christi	232.0	240.6
Dallas	904.1	927.5
Del Rio	30.0	NA
Denton	48.1	55.8
Duncanville	27.8	NA
Edinburg	NA	28.5
El Paso	425.3	460.9
Fort Worth	385.1	387.9
Galveston	61.9	63.4
Garland	138.9	155.8
Grand Prairie	71.5	78.6
Haltom City	29.0	NA
Harlingen	43.5	46.5
Houston	1,594.1	1,741.2
Hurst	31.4	NA
Irving	109.9	113.6
Killeen	46.3	50.0
Kingsville	28.8	NA
Laredo	91.4	100.3
Longview	62.8	68.7
Lubbock	174.0	182.6
Lufkin	28.6	NA
Marshall	NA	26.0
McAllen	67.0	76.3
Mesquite	67.1	70.7
Midland	70.5	77.0
Nacogdoches	27.1	NA
North Richland Hills	30.6	NA
Odessa	90.0	97.5
Paris	25.5	NA
Pasadena	112.6	121.2
Plano	72.3	86.0
Port Arthur	61.2	64.7
Richardson	72.5	81.1
San Angelo	73.2	77.9
San Antonio	785.4	825.8
Sherman	30.4	31.2
Temple	42.5	45.6
Texarkana*	52.8	53.4
Texas City	41.4	43.1
Tyler	70.5	75.7
Victoria	50.7	55.1
Waco	101.3	105.0
Wichita Falls	94.2	95.2

NA = not available
*Texarkana is a two-state city. Total includes both TX & AR.

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Abilene	139.2	115.9
Amarillo	173.7	184.5
Austin	536.5	588.9
*Beaumont—Port Arthur	375.5	388.4
Brazoria	NA	190.9
*Brownsville—Harlingen	209.7	232.0
Bryan—College Station	93.6	104.8
Corpus Christi	326.2	340.0
Dallas—Fort Worth	2,974.9	3,130.6
El Paso	479.9	520.3
Galveston—Texas City	195.9	205.4
Houston	2,905.4	3,028.0
Killeen—Temple	214.7	233.0
Laredo	99.3	109.0
Longview—Marshall	151.8	163.5
Lubbock	211.7	222.2
*McAllen—Edinburg—Mission	283.2	319.3
Midland	82.6	90.6
Odessa	115.4	125.7
San Angelo	84.8	90.4
San Antonio	1,072.0	1,130.1
Sherman—Denison	89.8	92.5
Texarkana, TX—AR	127.0	116.0
Tyler	128.4	139.3
Victoria	68.8	74.7
Waco	170.8	178.9
Wichita Falls	130.7	122.6

*SMSA renamed in federal government's latest revisions.
NA = not available

HEART O'TEXAS PLANT SITE SERVICES

- **High Profitability**
- **Productive Labor**
- **Favorable Taxes**

For complete factual information contact:
West Texas Utilities
Gary Vest
P.O. Box 841
Abilene, Texas 79604
(915) 672-3251

WEST TEXAS UTILITIES COMPANY
WTU
A Member of The Central and South West System

Circle 97 on Brochure Service Card

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
TEXAS	1,004.5	41.3	8.94
Abilene	6.0	NA	NA
Amarillo	11.0	NA	NA
Austin	33.6	NA	NA
Beaumont—Port Arthur—Orange	33.7	NA	NA
Brownsville—Harlingen—San Benito	8.8	NA	NA
Bryan—College Station	3.4	NA	NA
Corpus Christi	15.1	NA	NA
Dallas—Ft. Worth	311.8	41.2	8.91
El Paso	38.2	NA	NA
Galveston—Texas City	10.6	NA	NA
Houston	223.7	42.5	10.73
Killeen—Temple	8.7	NA	NA
Laredo	1.6	NA	NA
Longview—Marshall	16.2	NA	NA
Lubbock	10.7	NA	NA
McAllen—Pharr—Edinburg	9.0	NA	NA
Midland	4.1	NA	NA
Odessa	6.1	NA	NA
San Angelo	5.3	NA	NA
San Antonio	49.9	41.2	6.81
Sherman—Denison	11.1	NA	NA
Texarkana	8.5	NA	NA
Tyler	10.9	NA	NA
Waco	15.2	NA	NA
Wichita Falls	9.1	NA	NA

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
TEXAS	7,724.3	662.7	8.6
Abilene	80.4	4.7	5.8
Amarillo	100.6	5.6	5.6
Austin	310.8	13.8	4.4
Beaumont—Port Arthur—Orange	185.8	28.0	15.1
Brownsville—Harlingen—San Benito	89.1	15.5	17.4
Bryan—College Station	52.9	2.2	4.2
Corpus Christi	175.6	21.8	12.4
Dallas—Ft. Worth	1,802.0	100.5	5.6
El Paso	197.7	24.9	12.6
Galveston—Texas City	92.8	12.3	13.2
Houston	1,812.2	181.8	10.0
Killeen—Temple	74.4	4.7	6.3
Laredo	40.5	10.7	26.5
Longview—Marshall	82.1	10.2	12.5
Lubbock	111.3	7.5	6.7
McAllen—Pharr—Edinburg	118.1	29.7	25.2
Midland	68.1	4.4	6.5
Odessa	74.8	7.2	9.7
San Angelo	47.7	2.6	5.4
San Antonio	502.2	33.2	6.6
Sherman—Denison	39.7	3.1	7.9
Texarkana	52.3	5.2	10.0
Tyler	75.6	5.1	6.7
Waco	87.6	4.8	5.5
Wichita Falls	68.3	4.5	6.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Cmsn., TEC Bldg., 15th & Congress Ave., Austin, 78778, 512/397-4111

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	6,273.8	....	....
MANUFACTURING	1,060.2	40.0	8.60
DURABLE GOODS	633.3	39.9	8.66
Lumber and Wood Products—SIC 24	37.0	38.6	5.92
Furniture and Fixtures—SIC 25	15.6	38.9	5.94
Stone, Clay, and Glass Products—SIC 32	44.7	41.9	7.78
Primary Metal Industries—SIC 33	44.6	38.3	10.50
Fabricated Metal Products—SIC 34	96.4	39.4	8.76
Machinery, Except Electrical—SIC 35	176.1	40.6	8.89
Electric & Electronic Equipment—SIC 36	101.3	39.6	8.40

Easy access to the marketplace is critical to your new industrial site. Consider this: The Woodlands Trade Center sits squarely in the middle of major air, rail, and trucking routes.

Room to Move

America is moving to Houston, and perhaps nowhere else does America move faster. Or value mobility more. Just 27 miles north of downtown Houston is a different kind of motion: trees. The Woodlands is 25,000 wooded acres of residential, commercial/industrial and recreational space, carefully blended to maintain the peace and quiet of the forest, and preserved by high standards of development. All the amenities of civilization, without the chaos.

The Woodlands Trade Center is an industrial park with the emphasis on park, maybe America's most beautiful background for industrial development. Hundreds of acres have been reserved for light manufacturing, for warehousing facilities, for regional and national distribution plants. It is adjacent to I-45, the main Houston-Dallas artery; it is served by the Missouri Pacific rail lines; and, it is minutes away from Houston Intercontinental Airport. All the mobility, and trees, you would ever need.

The Trade Center is part of 5,000 acres set aside for corporate and commercial as well as industrial development. The Research Forest provides technological companies, companies whose main resource is people, with a campus-like environment conducive to high productivity and low turnover. The Metro Center is a lushly shaded downtown of sophisticated offices and commercial space, with a million-square-foot regional shopping mall in the final design stages.

The fact that each year several hundred of the FORTUNE 500 companies choose The Woodlands Inn and Conference Center as a meeting place is testament to the popularity of The Woodlands with America's business leaders.

Land is available now in the area most appropriate for your business, and, in each area, careful planning and control insure that working in The Woodlands remains as enjoyable as living in The Woodlands.

And the living is good. In The Woodlands, homes vary from the very affordable to the very elegant. Good schools, a variety of churches, neighborhood parks, bike paths, hiking trails are all close at hand. And the Village Center is a friendly marketplace where neighbors meet to shop, and the shopowners are neighbors too.

The Woodlands Country Club hosts the annual PGA Houston Open. Tennis and swimming facilities are equally impressive.

Take advantage of an environment unique for business and pleasure—The Woodlands, the real hometown for companies like yours, and the people who move them forward.

Find out for yourself. Call The Woodlands Group at (713) 363-6900. Or write to 2201 Timberloch Place-HT. The Woodlands, Texas 77380.

TheWoodlands

A real hometown™ for people and companies

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Immediate Occupancy
(For Sale Or Lease)

Building I.D. Code	Square Footage	Site Acreage	Ceiling Height	Special Features
SSMR	104,855	5.749	28′	Rail, 8 cranes
CRSR	65,000	11.5	20′29′	I-20 Frontage 11 Cranes
TTGT	64,400	29.26	36′	Two 25-ton cranes One 15, one 5-ton crane, 16 X 16 X 60 Furnace
IHVT	49,952	3	20′	Lt. Manufacturing, Distribution I-20 Frontage
KWBS	46,450	43.97	38′	Built in 1980 8 cranes

Odessa, Texas
Home to 200 Machine Shops

For more information on these and other excellent facilities in the Odessa-Midland area, please contact Gary Tonjes, Economic Development Director, Odessa Chamber of Commerce, 400 W. 4th St., P.O. Box 3626, Odessa, Tx. 79760. Or call (915) 332-9103.

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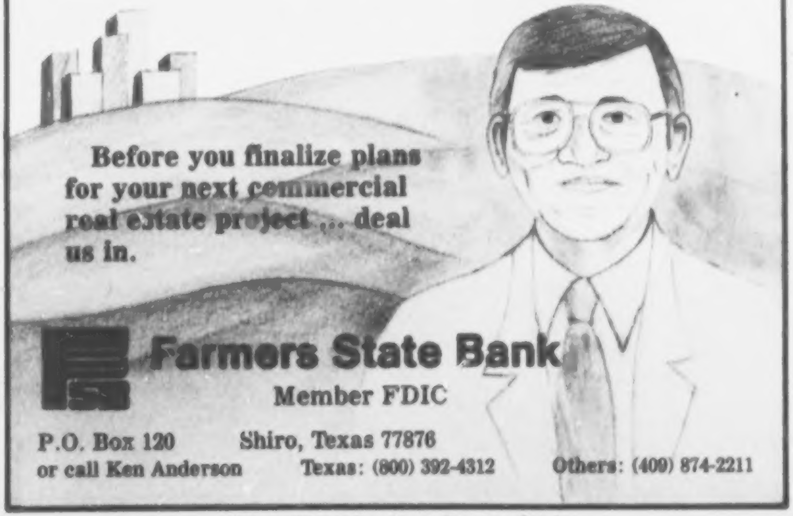
Deal Us In.

In years past, we've been involved in real estate in Bedias, Navasota and Huntsville, Texas. Today we're looking at real estate projects in San Antonio, Austin, Houston and Denver. After all, at Farmers State Bank in Shiro we've got what all principals and brokers need ... big money ... and locations!


Before you finalize plans for your next commercial real estate project ... deal us in.

Farmers State Bank
Member FDIC

P.O. Box 120 Shiro, Texas 77876
or call Ken Anderson Texas: (800) 392-4312 Others: (409) 874-2211

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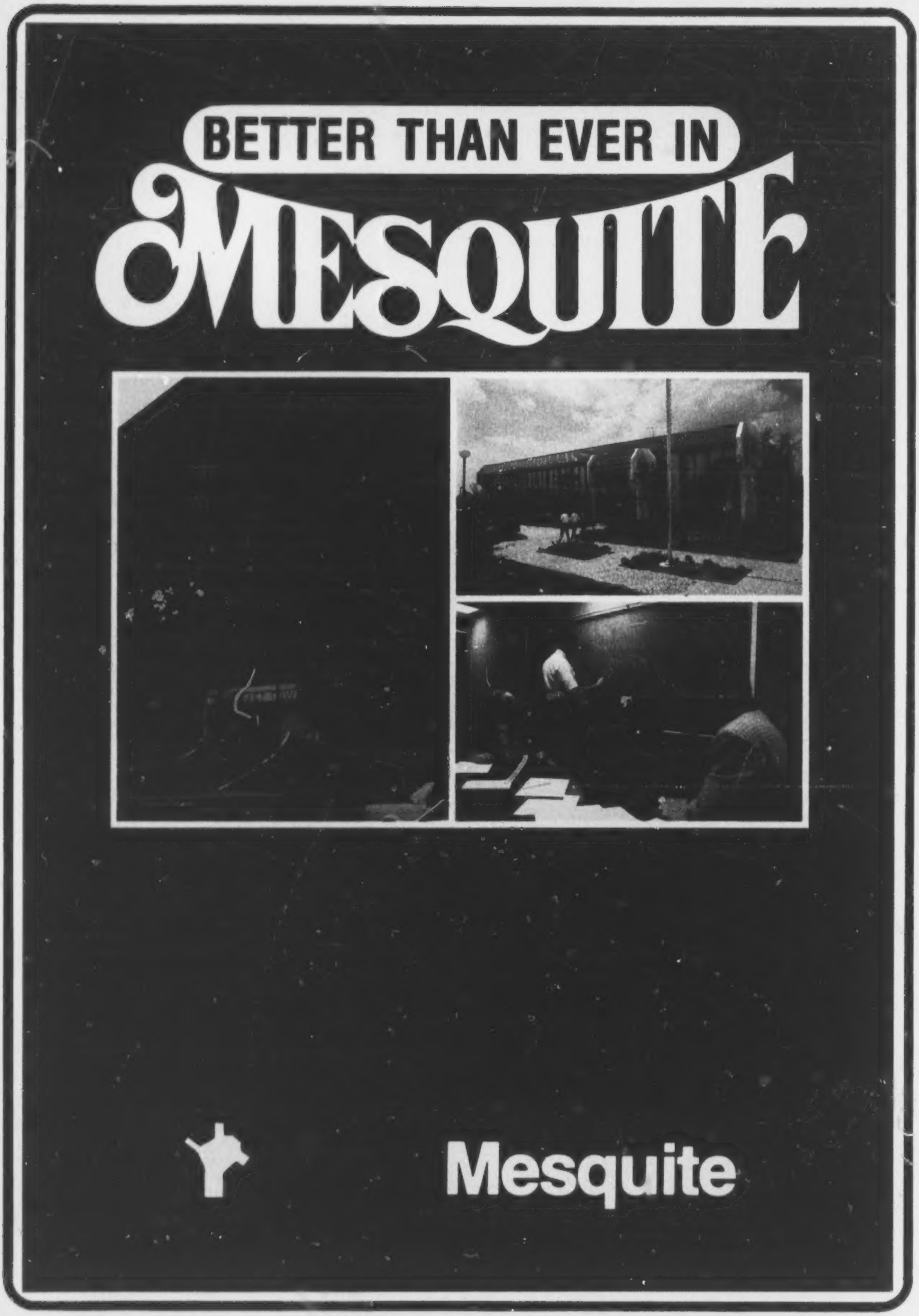
Transportation Equipment—**SIC 37**	78.8	40.8	10.83
Instruments and Related Products—**SIC 38**	25.4	38.4	7.25
Misc. Manufacturing Industries—**SIC 39**	13.4	39.0	6.44
NONDURABLE GOODS	426.9	40.0	8.50
Food and Kindred Products—**SIC 20**	97.5	41.6	7.15
Textile Mill Products—**SIC 22**	5.5	40.7	5.62
Apparel and Other Textile Products—**SIC 23**	66.5	35.4	4.70
Paper and Allied Products—**SIC 26**	22.4	42.5	8.73
Printing and Publishing—**SIC 27**	67.5	38.1	7.91
Chemicals and Allied Products—**SIC 28**	83.0	42.3	12.74
Petroleum and Coal Products—**SIC 29**	42.6	43.1	13.01
Leather and Leather Products—**SIC 31**	10.2	35.5	4.95

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (D) = Dallas/Ft. Worth.

Abilene 2, 3, 23, 29
Amarillo 2, 10, 14, 17, 24, 25, 51, 57
Arlington 3 (D)
Austin 1, 3, 8, 17, 23 to 25, 27, 38, 42, 51, 54, 59, 60
Baytown 3, 8 (28 through Clear Lake City)
Beaumont 3, 8, 9, 10, 24, 28, 30, 35, 47
Brownsville 3, 8, 24, 40, 47
Bryan 3, 8 (College Station)
Carrollton 1, 2, 6 (D)
College Station 3, 8, 24, 46, 47
Corpus Christi 3, 7, 8, 17, 24, 27, 42, 51
Dallas 1, 2, 3, 4, 6, 8, 9, 10, 12, 15, 17, 19, 20, 22 to 27, 29, 31, 33, 35 to 41, 44 to 47, 49, 51, 52, 54 to 60, 62, 65
Del Rio 8 (San Antonio)
Denton 1, 3, 10 (D)
Duncanville 10 (D)
El Paso 3, 6, 8, 10, 16, 17, 24, 27, 29, 51, 59, 62
Fort Worth 1, 2, 3, 4, 6, 8, 10, 17, 24, 25, 27, 29, 40, 44, 59, 60
Galveston 1 to 4, 8, 10 (Houston)
Garland 1, 10 (D)
Grand Prairie 3, 4 (D)
Haltom City (D)
Harlingen 3, 8, 17, 51
Houston 1 to 3, 5, 6, 8, 10 to 13, 17, 18, 20, 21, 23 to 25, 27 to 30, 32, 34, 38, 40 to 48, 50, 51, 53, 58 to 62, 64
Hurst 2, 4 (D)
Irving 2, 4 (D)
Killeen 10, 46
Kingsville 3 (Corpus Christi)
Laredo 3, 7, 24, 28, 47
Longview 3, 10, 28, 35, 54
Lubbock 2, 10, 17, 24, 25, 38, 51
Lufkin 6, 8, 22
McAllen 3, 8, 24, 42
Mesquite 3 (D)
Midland 3, 14, 17, 24, 29, 38, 51, 57, 63
Nacogdoches 8 (Lufkin)



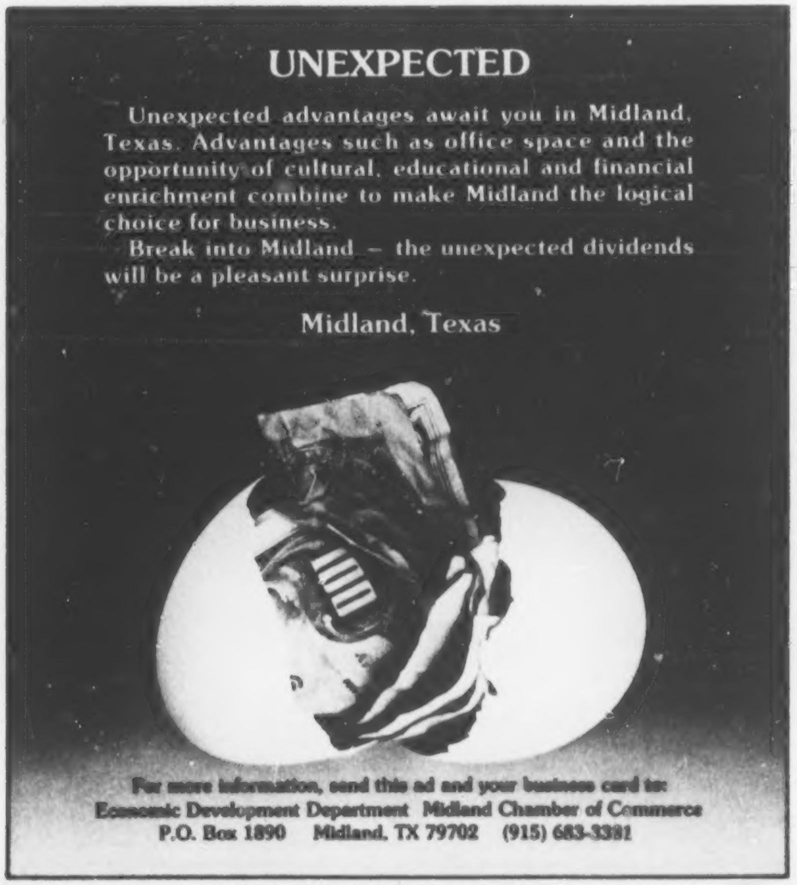
Circle 133 on Brochure Service Card

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Dallas-FortWorth 12/82	Houston 5/83	San Antonio 5/83	Corpus Christi 7/83
Office, professional & technical				
Clerks, payroll	6.88	8.60	5.73	7.51
Secretaries	8.33	9.46	6.91	8.10
Stenographers	9.46*	8.63	NA	NA
Switchbd opr-receptionists	5.40	6.54	5.53	5.35
Drafters V	11.49	13.05	10.94(a)	11.33(a)
Electronic technicians	10.43	10.88	8.35(a)	9.49
Computer operators	7.89	8.55	6.36	7.93
Computer programmers (business)	11.38	11.89	10.50*	10.39*
Maintenance & powerplant (men)				
Carpenters	11.11(c)	13.77	9.61(a)	NA
Electricians	11.82	13.55	9.14	13.70
Engineers, stationary	12.02(c)	12.22	8.79	NA
Machinists	11.55(c)	13.72	NA	14.13
Mechanics (machinery)	10.28	12.65	8.24	12.59
Tool & die makers	11.83(c)	13.65	10.32	NA
Custodial & material movement (men)				
Guards and watchmen	8.50*	9.27	4.96	8.64
Janitors, porters & cleaners	7.09*	6.74	4.88	7.18
Laborers, material handling	7.32	7.10	5.08	5.24
Shipping & receiving clerks	6.42	7.28	6.12	7.01 (a)
Truckdrivers	7.72	7.98	5.38	5.82
Forklift operators	8.29	8.18	5.79	6.86*

*Computed from available statistics
(a) Mfg. & non-mfg. combined
(c) Men & Women



Unexpected advantages await you in Midland, Texas. Advantages such as office space and the opportunity of cultural, educational and financial enrichment combine to make Midland the logical choice for business.

Break into Midland – the unexpected dividends will be a pleasant surprise.

For more information, send this ad and your business card to:
Economic Development Department Midland Chamber of Commerce
P.O. Box 1890 Midland, TX 79702 (915) 683-3381

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North Richland Hills (D)
Odessa 3 (Midland)
Paris 2, 3, 10, 35
Pasadena 1, 3, 8, 10 (Houston)
Plano 6, 8 (D)
Port Arthur 8, 9 (Beaumont)
Richardson 8, 10 (D)
San Angelo 10, 46, 63
San Antonio 1, 3, 8, 17, 23 to 25, 27, 28, 34, 36, 40, 42, 51, 58 to 60
Sherman 1, 2, 3, 6, 8 (D)
Temple 1, 10, 46
Texarkana 1, 3, 9, 46, 49
Texas City 1, 2, 3, 8, 10 (28 through Clear Lake City)
Tyler 3, 28, 35, 54
Victoria 3, 8, 24, 28, 47
Waco 1, 3, 6, 8, 46
Wichita Falls 1, 2, 46, 54

Railroads

1. Missouri-Kansas-Texas
2. Burlington Northern
3. Missouri Pacific Lines
4. Oklahoma, Kansas & Texas
5. Norfolk Southern
6. St. Louis Southwestern
7. Texas Mexican
8. Southern Pacific Lines
9. Kansas City Southern
10. Atchison, Topeka & Santa Fe

Airlines

11. Aeromexico
12. Air Canada
13. Air France
14. Air Midwest
15. Air One
16. Airways of New Mexico
17. American
18. Aviateca
19. Best Airlines
20. British Caledonia
21. Cayman Airways
22. Cen-Tex Airlines
23. Chaparral Airlines
24. Continental
25. Delta
26. Eagle Commuter Airlines
27. Eastern
28. Eastern Metro Express
29. Frontier
30. Hammonds Air Service
31. Jet America Airlines
32. KLM
33. Lufthansa
34. Metro Airlines
35. Metroflight Airlines
36. Mexicana
37. Midway Airlines
38. Muse Air
39. Northwest
40. Ozark
41. Pan American
42. Pan Am Express
43. People Express
44. Piedmont
45. Republic
46. Rio Airways
47. Royale Airlines
48. Sahsa
49. Scheduled Skyways
50. South African Airways
51. Southwest Airlines
52. Sunbelt Airlines
53. Taca
54. Texas Star Airlines
55. Thai Airways Int'l

Bayport is the most successful chemical/industrial development in America.

For good reasons.

ONE. ALL ROADS LEAD TO BAYPORT.

The Bayport Industrial Complex is located on Galveston Bay, just 25 miles from downtown Houston, Texas. From Bayport there's direct access to the Houston Ship Channel and the Gulf of Mexico.

There's a complete network of rail service and roads leading to all plant sites in Bayport, plus a sophisticated pipeline network.

TWO. 40 FEET CARRIES A LOT OF WEIGHT.

The forty feet we're so proud of is the channel depth of the Bayport Division, Port of Houston. That depth, plus a 1,600 by 1,600 foot turning basin, makes Bayport an international deepwater port capable of accommodating 70–80,000 DWT class cargo vessels. And that's a lot of weight.

THREE. WHERE THE ACTION IS.

Forty percent of the petrochemical production in the United States comes from the Texas Gulf Coast area. And Bayport's in the middle of it all.

That makes raw materials, feedstocks and fuels readily and economically available.

There are two public, liquid storage terminals in Bayport served by rail, highway and the 40-foot draft port. There's also an operating industrial waste treatment plant in Bayport with additional treating capacity for new plants.

Furthermore, utilities are available to all sites, including 90 million gallons of water daily. And after nineteen years of operation, our environmental standards have proven to be practical and effective.

FOUR. A CLIMATE FAVORABLE TO INDUSTRY.

At Bayport you'll find that the industrial backdrop couldn't be better. The climate is temperate year round. Workers—skilled, semi-skilled and professional—are available. And there's no state or corporate income tax in Texas; a state which encourages growth.

FIVE. AN INTERNATIONAL PORT OF CALL.

There are a lot of sound reasons to channel your business to Bayport. And a lot of international, as well as American corporations, recognize Bayport's advantages and benefits.

Foreign-owned firms with facilities here include: ICI United States, Inc. (Great Britain); Haldor Topsoe (Denmark); Lonza, Inc. (Switzerland); Armak Company (Netherlands); American Hoechst Corporation (Germany); and Odfjell Westfal-Larsen Tankers (USA), Inc. (Norway).

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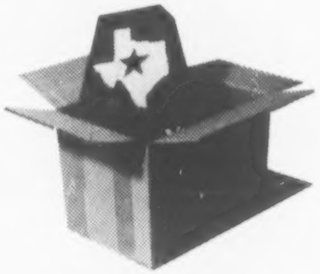

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Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Abilene — 1e, 2g
Amarillo — 3e, 4g
Arlington — 11e, 2g
Austin — 5e, 6g
Baytown — 7e, 10g
Beaumont — 9e, 10g
Brownsville — 12e, 13g
Bryan — 14e, 2g
Carrollton — 18e, 2g
College Station — 33e, 2g
Corpus Christi — 15e, 16g
Dallas — 17e, 2g
Del Rio — 15e, 30g, 31g
Denton — 19e, 2g
Duncanville — 18e, 2g
El Paso — 20e, 6g
Fort Worth — 11e, 2g
Galveston — 7e, 6g
Garland — 8e, 18e, 2g
Grand Prairie — 11e, 2g
Haltom City — 11e, 2g
Harlingen — 15e, 13g
Houston — 7e, 10g
Hurst — 11e, 2g
Irving — 18e, 2g
Killeen — 18e, 2g
Kingsville — 15e, 10g
Laredo — 15e, 10g
Longview — 23e, 10g, 29g, 32g
Lubbock — 3e, 24e, 4g
Lufkin — 18e, 10g
McAllen — 15e, 13g
Mesquite — 18e, 2g
Midland — 11e, 4g
Nacogdoches — 18e, 10g
North Richland Hills — 11e, 2g
Odessa — 11e, 4g
Paris — 18e, 2g
Pasadena — 7e, 10g
Plano — 18e, 2g
Port Arthur — 9e, 6g
Richardson — 18e, 2g
San Angelo — 1e, 2g
San Antonio — 25eg
Sherman — 18e, 2g
Temple — 18e, 2g
Texarkana — 23e, 26g
Texas City — 27e, 10g
Tyler — 18e, 10g
Victoria — 15e, 10g
Waco — 18e, 2g
Wichita Falls — 11e, 2g

1. West Texas Utilities Co.
301 Cypress, Abilene 79601
2. Lone Star Gas Co.
Utility Div. Enserch Corp.
301 S. Harwood St., Dallas 75201
3. Southwestern Pub. Service Co.
6th at Tyler, P.O. Box 1261, Amarillo 79170
4. Pioneer Natural Gas Co.
301 S. Taylor St., Amarillo 79163
5. Austin Elec. Dept.
P.O. Box 1088, Austin 78767
6. Southern Union Co.
1st International Bldg., Dallas 75270
7. Houston Lighting and Power Co.
P.O. Box 1700, Houston 77001
8. Garland Power & Light System
P.O. Box 401889, Garland 75040
9. Gulf States Utilities Co.
446 N. Blvd., Baton Rouge, LA 70805
10. Entex Inc.
P.O. Box 2628, Houston 77001
11. Texas Elec. Service Co.
Box 970, Ft. Worth 76101
12. Brownsville Public Util. Bd.
1425 Robin Rd., Box 3270,
Brownsville 78520
13. Rio Grande Valley Gas Co.
Box 3690, Brownsville 78520
14. Bryan Mun. Elec. System
300 S. Washington, Box 1000, Bryan 77801
15. Central Power and Light Co.
120 N. Chaparral St., Corpus Christi 78403
16. Corpus Christi Dept. of Pub. Util.
4225 S. Port Ave., Corpus Christi 78415
17. Dallas Power and Light Co.
1506 Commerce St., Dallas 75201
18. Texas Power and Light Co.
1511 Bryan, Dallas 75201
19. Denton Mun. Utilities
215 E. McKinney, Denton 76201
20. El Paso Electric Co.
Box 982, 303 N. Oregon, El Paso 79960
23. Southwestern Electric Power Co.
428 Travis St., P.O. Box 21106
Shreveport, LA 71156
24. Lubbock Power and Light Dept.
P.O. Box 2000, Lubbock 79414
25. San Antonio Public Service
145 Navarro St., San Antonio 78205
26. Arkansas-Louisana Gas Co.
525 Milan, Shreveport, LA 71151
27. Texas-New Mexico Power Co.
501 W. 6th St. Ft. Worth 76102
28. Houston Dept. of Public Works
7233 Ave. F, Houston 77011
29. Western Gas Corp.
110 E. Cotton, Box 392, Longview 75601
30. Del Rio Gas System
201 E. De La Rosa, Del Rio 78840
31. Texas Oil & Gas Corp.
2150 Fidelity Union Tower, Dallas 75201
32. Southern Gas
110 E. Cotton, Longview 75601
33. College Station Utilities
1101 Texas Ave., Box 9960, College Station 77840

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	9,700	546,100
Masonry	215	15,000
Clays	4,538	33,744
Gem stones	NA	250
Gypsum	1,737	15,241
Helium, high purity (mil. cubic ft.)	450	13,500
Lime	1,100	55,684

Salt	8,221	84,232
Sand & gravel	44,000	158,000
Stone:		
Crushed	70,800	216,000
Dimension	50	5,822
Sulfur (Frasch) (thou. metric tons)	2,528	W
Talc & soapstone	185	3,060
Combined value of asphalt (native), fluorspar, helium (crude), iron ore, magnesium chloride, magnesium compounds, sodium sulfate, and values indicated by symbol W		379,016
Grand Total Texas 1982		1,525,649

* = thousand short tons except as noted
W = withheld to avoid disclosing company proprietary data
NA = not available

Environment Controls

Air Pollution

Bill Stewart, Exec. Dir., Air Control Bd., 6330 Highway 290 E., Austin, 78723, 512/451-5711

Water Pollution

Harvey Davis, Exec. Dir., Dept. of Water Resources, Stephen F. Austin Bldg., Austin 78711, 512/475-3187

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Abilene	43	84	2621	2467
Amarillo	35	79	4231	1428
Austin	49	85	1760	2914
Big Spring	43	83	2658	2312
Brownsville	60	84	609	3772
Corpus Christi	56	85	970	3574
Dallas	45	86	2301	2846
Denton	44	85	2460	2540
El Paso	44	83	2664	2096
Fort Worth	44	86	2407	2809
Galveston	54	83	1253	2967
Harlingen	59	84	786	3770
Houston	51	83	1549	2761
Laredo	56	87	926	4043
Lubbock	39	80	3516	1676
McAllen	59	84	755	3833
Midland	44	82	2658	2126
Port Arthur	52	83	1477	2861
San Angelo	46	84	2313	2596
San Antonio	50	85	1606	2983
Sherman	41	84	2934	2331
Temple	47	85	2125	2740
Victoria	53	85	1273	3184
Waco	46	86	2126	2891
Wichita Falls	40	86	3011	2506

Industrial Development Counselors

State Development Agency

Wood, Charles B., Exec. Dir.
Texas Econ. Dev. Cmsn.
410 E. 5th St.
Capitol Station, Box 12728
Austin 78711
512/472-5059

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Abilene

Cook, Gerald, Mgr. Ind. Dev.
Abilene Chamber of Comm.
P.O. Box 2281, 79604
915/677-7241

Shaw, Shirley, Proj. Mgr.
Waller Creek, Ltd.
119 Old Pecan St., Suite 501, 78701
512/474-0948

Vest, Gary, Spvsr.
Area Dev. Dept.
West Texas Utilities
Box 841, 79604
915/672-3251

Amarillo

Walsh, G. Pat, Exec. Dir.
Amarillo Bd. of City Dev.
1000 Polk St., 79101
806/374-2861

Austin

Gray, John H., Mgr. Econ. Dev.
Chamber of Comm.
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Title ____________________
Company ____________________
Address ____________________
City ____________________
State, Zip ____________________
Telephone ____________________

Send correspondence to:
Grace M. Rhodes
Manager, Industrial Development
Central Power & Light Company
P.O. Box 2121, Department PL-44
Corpus Christi, TX 78403

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Gleason, Gary L., V.P., Nat'l Accts.
American Nat'l Bank
P.O. Box 2266, 78780
512/479-5400

Beaumont

Bordelon, John R., Econ. Dev. Coord.
Gulf States Utilities Co.
P.O. Box 2951, 77704
713/838-6631

Cawthorne, John W., Exec. Dir.
Econ. Dev. Fdtn.
P.O. Box 3150, 77704
301/952-3440

Corpus Christi

Allen, Brodie E., Exec. Dir.
Corpus Christi Ind. Cmsn.
P.O. Box 640, 78403
512/883-5571

Rhodes, Grace, Ind. Dev. Mgr.
Central Power & Light Co.
Box 2121, 78403
512/881-5700

Dallas

Blake, Worth M., Pres.
North Texas Cmsn.
P.O. Box 61246
D.F.W. Airport, 75261
214/574-4430

Burdick, Kenneth D., Area Dev. Dir.
Lone Star Gas Co.
700 N. Bldg.
301 S. Hardwood St., 75201
214/670-2721

Clemons, Ronald R., Ind. Dev. Mgr.
Atchison, Topeka & Santa Fe Rwy.
11551 Forest Central Dr., Suite 236,
75243
214/321-7711

Cunningham, Kathleen E.
Dir. of Econ. Dev.
City of Dallas
1500 Marilla, Rm. 4B-N., 75201
214/670-3310

Day, Fairfield P., Jr., Pres.
Mobil Land Dev. Corp.
Box 900, 75221
214/658-3262

Griffth, Gary E.
Communications Dri.
Trammell Crow Co.
2001 Bryan Tower, 75201
214/742-2000

Holmes, Sam F., Jr., V.P. Econ. Dev.
InterFirst Bank Dallas
P.O. Box 83380, 75283
214/744-8537

McVay, George R., C.I.D., V.P.
Real Estate Dept., Hunt Oil Co.
2900 First Nat'l Bank Bldg., 75202
214/744-7001

Seal, Robert B., C.I.D., Sr. V.P.
Corporate Dev. Div.
Republic Bank Dallas
P.O. Box 225961, 75265
214/653-5521

Statham, Bill, Econ. Dev. Mgr.
Dallas Power & Light Co.
1506 Commerce St., 75201
214/698-7286

Dumas

Grist, John W., Dir.
Moore County Dev. Inc.
P.O. Box 324, 79029
806/935-6866

El Paso

Drake, Samuel P., Exec. Dir.
El Paso Ind. Dev. Corp.
9 Civic Center Plaza, 79901
915/532-8281

Higgins, Denise K., Area Dev. Spec.
El Paso Electric Co.
P.O. Box 982, 79960
915/543-4356

Farmers Branch

McIlvain, Charles, Mktg. Dir
City of Farmers Branch
P.O. Box 340435, 75234
212/247-3131

Fort Worth

Bowling, Gary L., V.P.
Texas American Bank/Fort Worth N.A.
P.O. Box 2050, 76113
817/338-8287

Kraus, Richard A., Ind. Land Rep.
Burlington Northern RR
P.O. Box 943, 76101
817/390-9153

Shelton, Bill R., C.I.D., Pres.
St. Clair, Ted R., Exec. V.P.
Fort Worth Chamber of Comm.
700 Throckmorton St., 76102
817/336-2491

Garland

Williams, Patrick, A., Exec. Dir.
Garland Ind. Dev. Auth.
1700 Eastgate Dr., Suite 128
University Sq., 75041
214/681-5706

Harlingen

Cahill, Sarah M., V. P. Econ. Dev.
Chamber of Comm.
P.O. Box 189, 78550
512/423-5440

Houston

Fuller, Kent, Econ. Dev. Mgr.
Chamber of Comm.
1100 Milam Bldg.,
25th Fl., 77002
713/651-1313

Sparks, Dwayne L., V.P. & Sls. Mgr.
Friendswood Dev. Co.
17625 El Camino Real, Suite 302
77058
713/486-2810

Killeen

Robertson, Rod, C.I.D.
Killeen Chamber of Comm.
P.O. Box 548, 76540
817/526-9551

Laredo

Leach, Frank E., Exec. Dir.
Laredo Dev. Fdtn.
P.O. Box 1435, 78040
512/722-0563

Longview

Gillies, Lee, Gen. Mgr.
E. Texas Chamber of Comm.
P.O. Box 1592, 75601
214/757-4444

Lubbock

Clark, Sylvia L., Econ. Dev. Dir.
South Plains Assn. of Gov'ts
1709 26th St., 79411
806/762-8721

McAllen

Fryer, Nancy, V.P.
McAllen Ind. Bd.
P.O. Box 790, 78501
512/682-2875

Mesquite

Smith, Ken Chamber of Comm.
Mesquite Chamber of Comm.
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Billingsley, Grant A., Mgr.,
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Midland Chamber of Comm.
P.O. Box 1890, 79702
915/683-3381
Henson, Douglas B., C.I.D.
T.D.C. Enterprises
P.O. Box 10132, 79702-7132
915/686-2057

Odessa
Tonjes, Gary, Ind. Dev. Dir.
Odessa Chamber of Comm.
P.O. Box 3626, 79760
915/332-9103

Plainview
Crider, James V., Exec. V.P.
Plainview Ind. Fdtn., Inc.
P.O. Box 1757, 79072
806/293-8536

Plano
Luce, Joseph P., Exec. V.P.
Plano Chamber of Comm.
1200 E. 15th St., 75074
214/424-7547

Port Arthur
Nolan, Patrick Clancy, Ind. Dir.
Gtr. Port Arthur Chamber of Comm.
Fidelity Tower/Suite 300N
4749 Twin City Hwy., 77640
713/963-1107

San Antonio
Britten, Terry J., Pres.
Coleman, Stephanie A., V.P.
San Antonio Econ. Dev. Fdtn.
P.O. Box 1628, 78296
512/226-1394
Eck, LeRoy, Ind. Dev. Dir.
City Public Service Bd.
P.O. Box 1771, 78296
512/227-3211

Shiro
Anderson, Ken
Farmers State Bank
P.O. Box 120, 77876
409/874-2211

Temple
Farrow, Sam, V.P.
First Nat'l Bank of Temple
P.O. Box 70, 76501
817/773-2115
Herrin, Jerry, Ind. Dev. Dir.
Temple Chamber of Comm.
P.O. Box 158, 76503
817/773-2105

Texarkana
Spearman, Joseph S., Jr., Exec. Dir.
N.E. TX Econ. Dev. Dist.
P.O. Box 1967, 75501
214/794-3434

Tyler
Hardy, James S., Exec. V.P.
Tyler Area Chamber of Comm.
P.O. Box 390, 75710
214/592-1661

Victoria
Roberts, John R. III, C.I.D., Exec. Dir.
Victoria Econ. Dev. Corp.
P.O. Box 7, 77902
512/575-0241

Woodlands
Johnson, Arlin Rex, Jr.
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MOUNTAIN STATES

• ARIZONA • COLORADO • IDAHO • MONTANA • NEVADA • NEW MEXICO • UTAH • WYOMING

Regional Review

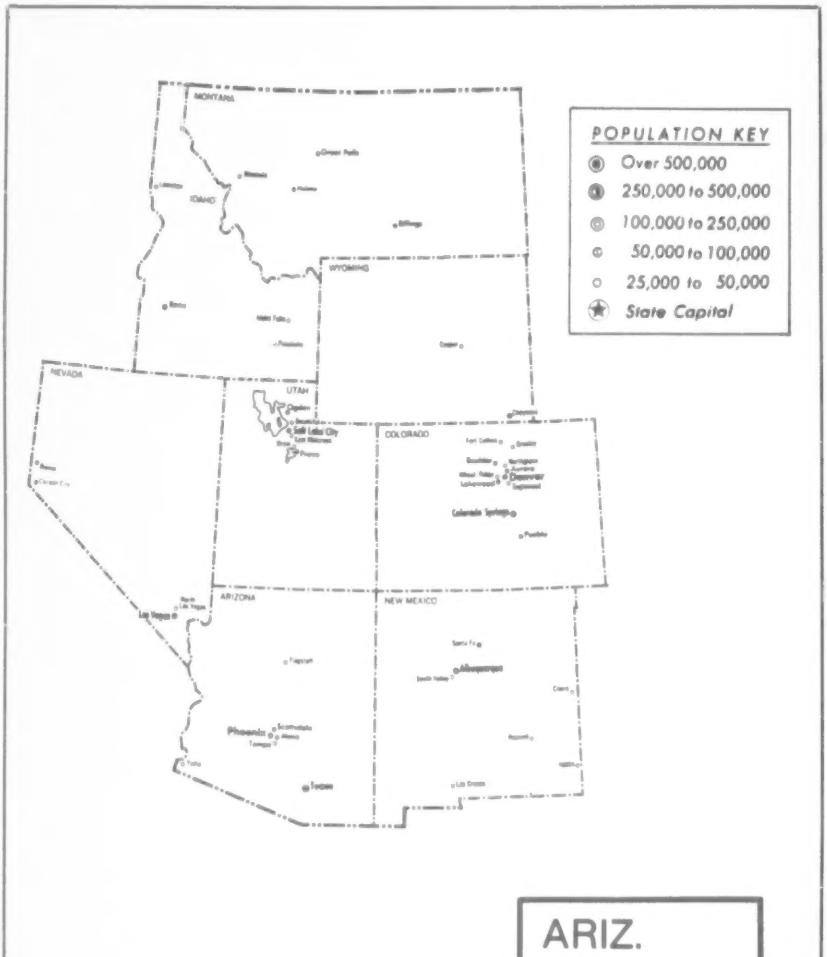
by Valley National Bank of Arizona

The Rocky Mountain states comprise a diverse region marked by contrasts of climate, character, terrain, lifestyle and economics. On a given day, residents of its northern sector will shiver in forty-below temperatures while their cousins to the south are comfortable in shirt sleeves. It can simultaneously suffer from drought and flooding. Southern desert dwellers can fry at 115 degrees, while in the mountains a short distance away the residents will awaken to a morning chill.

Cheryl Russell, associate editor and research director of *American Demographics*, describes a similar contrast in lifestyle, noting that the Mountain States include family-oriented Utah and fast-buck Nevada. Utah leads the way in all indicators of traditional living, with the highest proportion of households containing married couples and an average household size of 3.2 people, the largest in the country. In Nevada, 13% of women 15 years and older are divorced, more than twice the U.S. average, and households average only 2.6 people.

Such diversity spills naturally into the region's business environment. Its economy embraces both raw materials and finished goods production, private sector services and government spending. In recent years, impetus for growth has come from strong gains in electronics, computer, aerospace, energy, and related and supporting industries. But in the not-too-distant past, agriculture and mining provided most of the fuel for the region's growth.

Current economic status. The eight-state region encompasses about one-quarter of the continental U.S., but less than 6% of its population. It averages 13 people per square mile, compared with an average of 370 people per square mile in the Mid-Atlantic



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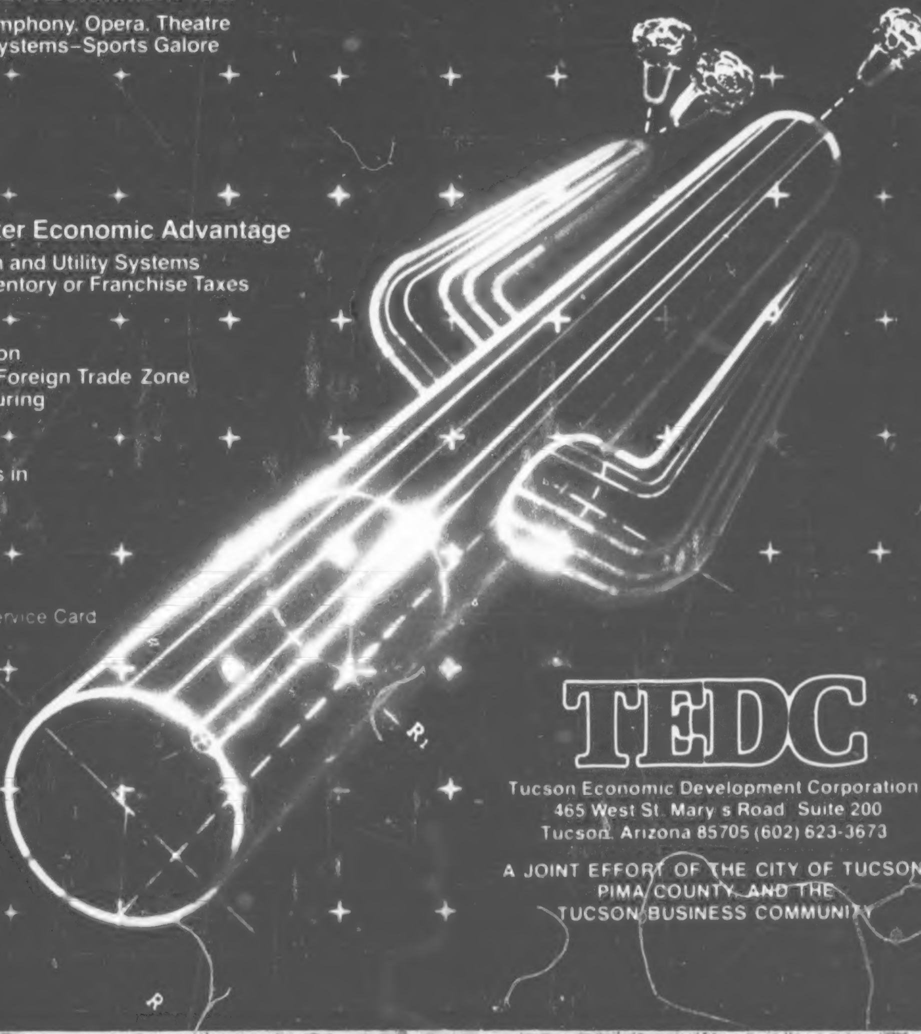


TEDC

Tucson Economic Development Corporation
465 West St. Mary's Road Suite 200
Tucson, Arizona 85705 (602) 623-3673

A JOINT EFFORT OF THE CITY OF TUCSON
PIMA COUNTY, AND THE
TUCSON BUSINESS COMMUNITY

states. Only two major urban centers have populations exceeding one million—Denver (1.6 million) and Phoenix (1.5 million).

During the 1970s the Rocky Mountain region's population expanded 37.1%, compared with an 11.4% national increase (seven of the nation's ten fastest-growing states are in this region). Personal income and employment exploded as well: income rose 240% and non-agricultural employment increased 68%, compared to national increases of 169% and 28%, respectively.

The area's unemployment rate was in line with the national rate until 1975; since then it has held below the national average. In 1982, the region's 8.7% unemployment was almost one full percentage point below the national average—although this figure camouflages a variety of unemployment rates within the eight states.

The recent recession, coupled with an unhealthy oil and gas industry, has affected these traditional unemployment patters. Although Colorado outperformed region and nation both with a 6.8% unemployment rate in June 1983, New Mexico continued to lag with 10.8% unemployment. Wyoming's jobless rate ballooned from 3.5% in September 1981 to 10.9% in the first quarter of 1983.

Income growth in the Mountain states was stable during the 1970s not only because of rapid expansion, but also because of its industrial composition. Services, government, mining, and the manufacturing sector give stability to the area; construction and agriculture, although generating a smaller portion of income, are also important.

Even more attractive than the economic attributes of the region are the underlying elements that have produced a satisfying place to live and work. In the area of lifestyle—employment, climate, recreation, cost of living, education, and cultural facilities—the region compares favorably in most elements and excels in several.

Among its biggest draws are a relatively low cost of living, reasonable housing costs, low population density, a strong right-to-work bias, and a decidedly favorable business atmosphere.

Most local and state governments are seeking out new businesses, and a pro-growth attitude pervades the region (tempered somewhat by environmental concerns). Government red tape exists, but it is not at a level destructive to expansion.

The Valley National Bank of Arizona, the region's largest bank, reports that most of the industrial companies moving to the region are progressive and experiencing above-average growth. They manufacture high-value products with low-unit transportation costs for national and—increasingly—international markets. Usually they establish modern, efficient plants in locations where qualified workers can be recruited easily, often in outlying areas where land is cheap but city plenitudes are still accessible.

It should be noted that for many modern industries producing for widely dispersed national markets, proximity to the marketplace is becoming a less important factor in plant-site locations. Many capital-intensive industries are investigating the advantages of smaller rural communities of the Rocky Mountain region. The Arizona Department of Economic Planning and Development reports a growing industrial interest in relocation to such small communities as Flagstaff, Kingman and Prescott.

Predictions. Although the area is not recession-proof, it can be expected to experience less cyclicality in manufacturing than other parts of the country where high growth companies are a smaller part of the industrial mix. For example, more than 38% of Arizona's manufacturing jobs are in high technology, versus 7% nationally.

Over the next decade, aerospace and electronics industries will thrive. Increased defense spending and a moderate upturn in the economy will provide support for growth over the short term. New and expanded uses of electronics in both consumer goods and more sophisticated industrial equipment will provide greater growth opportunities over the long term.

Arizona and Colorado currently lead the region in economic growth and vigor as well as in the problems that accompany growth—thus the apparent conflict between "pro-growth" developers and "anti-growth" environmentalists. In truth, the prevailing attitude of the region's governments tends toward "controlled growth" policies that encourage development while protecting the environment.

The region's ability to expand will not be without constraints; some of the critical issues facing the Mountain states in the 1980s are air quality standards, land use management, resource and energy development, and water availability. Competition for water, land, and other resources among farmers, developers, environmentalists, industry and Indians will continue beyond the decade.

Moreover, the demands of an increasing population on the infrastructure of the Region's metropolitan areas will be great. Maintenance and expansion of transportation networks, waste water treatment plants, and other necessities will create future challenges.

The issues, the problems, and the challenges ahead for the eight-state Rocky Mountain region are formidable, but they also represent opportunities for individuals and organizations to exercise responsible leadership. The decade of the eighties has the potential to be a period of unparalleled growth.

ARIZONA

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for buildings (county)
- Bonds for pollution control (county)
- Aid for job training

Tax rates:

Corporate income tax	10.5% over $6,000
Personal income tax	8% over $6,000
Personal property tax	10%
Sales tax	5%
Federal tax and state tax deductible	

Advanced education facilities:

Public universities	3
Private accredited colleges and universities	11
Public community colleges	15
Vocational and business schools	250

Source: **Arizona Office of Economic Planning and Development**

Environment Controls

Air & Water Pollution

Arizona State Dept. of Health, Health Bldg., 1740 W. Adams, Phoenix, 85009, 602/255-1140; 255-1252

In Phoenix, the chips are stacked in your favor.

With 43 percent of the area's manufacturing work force employed by high technology firms, the Valley of the Sun is giving the Silicon Valley a run for its chips.

The State's commitment to high technology is evident. At Arizona State University a $32 million engineering research center will be one of only eight such facilities in the country. Encompassing six major areas of technological concern, it's a prime example of cooperation between industry, state government, and academia. One which complements the Southwest's first Science and Engineering Library to include a patent depository.

Another first for Arizona is coming in the form of Arizona State University's 320-acre research park. Plans include a separate, 4 million square foot, non-profit institute.

The economic environment is equally supportive, as our Right to Work ethic and large pool of technically skilled workers combine to offer a high quality, productive work force. And the Maricopa Community College District, third largest in the nation, has in place a five-year, $12 million development plan.

There's an abundance of electric power, too, and a ready supply of water. Enough to let Phoenix continue to be one of the fastest growing cities in the country. Enough to continue growing for decades to come. Salt River Project, an electric utility, has planned for that growth.

Find out why more and more major companies are moving to Phoenix every year. Send for our free booklet, "Economic Assets of Greater Phoenix," at this address: Salt River Project, Area Development Division, P.O. Box 1980, Phoenix, Arizona 85001.
The future is here.

Salt River Project
WATER ◆ POWER

Circle 99 on Brochure Service Card

Population

Cities over 25,000

	Census 1980	Estimate 1983
	Thousands	
ARIZONA	2,717.9	2,973.0
Flagstaff	34.6	NA
Glendale	97.0	107.6
Mesa	152.5	180.5
Phoenix	764.9	836.5
Scottsdale	88.4	96.7
Sierra Vista	26.0	NA
Tempe	106.7	124.8
Tucson	330.5	354.9
Yuma	42.4	45.5

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	Thousands	
Phoenix	1,508.0	1,652.8
Tucson	531.3	581.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARIZONA	155.7	40.7	9.09
Phoenix	111.5	NA	NA
Tucson	26.5	NA	NA

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
ARIZONA	1,351.4	106.4	7.9
Phoenix	829.2	51.4	6.2
Tucson	252.5	19.0	7.5

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Economic Security, P.O. Box 6123, 1717 W. Jefferson St., Phoenix, 85007, 602/255-4791

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,029.3	....	....
MANUFACTURING	152.2	38.9	8.73
DURABLE GOODS	119.2	....	....
Lumber and Wood Products—**SIC 24**	5.3	....	....
Stone, Clay, and Glass Products—**SIC 32**	5.0	....	....
Primary Metal Industries—**SIC 33**	7.8	38.4	11.79
Fabricated Metal Products—**SIC 34**	7.5	....	....
NONDURABLE GOODS	33.0	....	....
Food and Kindred Products—**SIC 20**	8.4	40.2	7.55
Apparel and Other Textile Products—**SIC 23**	4.9	....	....
Printing and Publishing—**SIC 27**	11.3	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Flagstaff 1, 19, 22
Glendale 1 (Phoenix)
Mesa 2 (Scottsdale)
Phoenix 1, 2, 4 to 17, 19 to 22, 24 to 28
Scottsdale 17
Sierra Vista (Tuscon)
Tempe 2 (Phoenix)
Tucson 2, 3, 6, 8, 10, 11, 15, 16, 18, 23 to 27
Yuma 2, 21, 22

Railroads

1. Atchison, Topeka & Santa Fe
2. Southern Pacific

Airlines

3. Aeromexico
4. Air Midwest
5. Air Sedona
6. American
7. America West
8. Continental
9. Delta
10. Eastern
11. Frontier
12. Golden Pacific
13. Havasu Airline
14. Northwest
15. Pacific Southwest
16. Republic
17. Scenic Airlines
18. Sierra Vista Aviation
19. Sky West Airlines
20. Southwest
21. Sun Aire Lines
22. Sun West Airlines
23. Transwestern Airlines
24. TWA
25. United
26. USAir
27. Western Airlines
28. Wien Air Alaska

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Flagstaff — 2e, 5g
Glendale — 2eg, 4e
Mesa — 1eg, 2g
Phoenix — 2eg, 4e
Scottsdale — 2eg, 4e
Sierra Vista — 2eg
Tempe — 2eg, 4e
Tucson — 3e, 6g
Yuma — 2eg

1. Mesa City Utilities
   730 N. Mesa Dr., Box 1466
   Mesa 85201
2. Arizona Public Service Co.
   411 N. Central Ave., Phoenix 85004
3. Tucson Electric Power Co.
   220 W. 6th St., Tucson 85702
4. Salt River Project Agricultural Improvement & Power Dist.
   Box 1980, Phoenix 85001
5. Southern Union Co.
   1st International Bldg., Dallas, TX 75270
6. Southwest Gas Corp.
   5241 Spring Mt. Road, Las Vegas, NV 89114

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	146	965
Copper (recov. cont. of ores, etc.) (metric tons)	742,760	1,211,755
Gem stones	NA	3,000
Gold (recov. cont. of ores, etc.) (troy ozs.)	70,600	27,996
Gypsum	208	2,660
Lead (recov. cont. of ores, etc.) (metric tons)	419	240
Lime	353	20,608
Molybdenum (cont. of concentrate) (thou. lbs.)	22,361	172,180
Pumice	1	3
Sand & gravel	19,560	61,000
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	6,265	50,120
Stone:		
Crushed	4,400	18,400
Dimension	W	580
Zinc	W	W
Combined value of asbestos, barite, cement, perlite, pyrites, salt, tungsten and vanadium and values indicated by symbol W		75,841
Grand Total Arizona 1982		**1,645,348**

* = thousand short tons except as noted
W = withheld to avoid disclosing company proprietary data
NA = not available

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Flagstaff	28	66	7254	127
Mesa	51	90	1598	3297
Phoenix	52	92	1442	3746
Tempe	51	90	1654	3160
Tucson	51	86	1734	2840
Yuma	56	94	983	4244

Industrial Development Counselors

State Development Agency

Scalise, Judie, Prg. Mgr.
Arizona Off. of Econ. Plng. & Dev.
1700 W. Washington
Executive Tower, Rm. 505
Phoenix, 85007
602/255-5374

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Phoenix

Callan, Thomas J., V.P. Ind. Dev.
Valley Nat'l Bank of AZ
Box 71, 85001
602/261-1708

Caddow, Walter F., Econ. Dev. Mgr.
Metro Chamber of Comm.
34 W. Monroe St., 85003
602/254-5521

Gullyes, J. H., V.P.
First Interstate Bank, Arizona
Box 20551, Dept. 929, 85036
602/271-1476

Paquette, Stephen L., C.I.D.
Area Dev. Rep.
Salt River Project
P.O. Box 1980, 85001
602/273-5088

Scottsdale

Neumann, Cynthia K., Econ. Dev. Mgr.
Chamber of Comm.
7333 Scottsdale Mall, 85252
602/945-8481

Tucson

Nagare, Juan, Asst. V.P. Ind. Dev.
The Arizona Bank
33 N. Stone, Box 29636, 85726
602/792-7759

Stephenson, William V., C.I.D., Exec. Dir.
Tucson Econ. Dev. Corp.
465 W. St. Mary's Rd.
Suite 200, 85705
602/623-3673

COLORADO

State Information

Financial assistance to industry:

- Direct state bonds for building and equipment
- Bonds for buildings, municipal or county
- Bonds for pollution control, municipal or county
- Aid for job training

Tax rates:

Corporate income tax	5%
(graduated reduction for net income below $100,000)	
Personal income tax	2½-8%
Sales tax	3-7%
Inventory tax	None
Equip. and machinery up to $500,000 is exempt from sales tax	
Franchise and incorp. tax	$11-40/yr.
Gasoline tax	$.09 per gal.

Advanced education facilities:

Four-year colleges and universities	16
Two-year or junior colleges	13
Vocational and business schools	22

Medical facilities:

Hospitals	83
Clinics	NA

Labor analysis:

High school graduates	40,000
Non-agricultural workers in unions	15%

Source: **Colorado Division of Commerce and Development**

Environment Controls

Air Pollution

Colorado Dept. of Health, Air Pollution Control Div., 4210 E. 11th Ave., Denver, 80220, 303/320-8333

Water Pollution

Water Quality Control Div., same address and phone as above

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	Thousands	
Colorado Springs	317.5	327.5
Denver—Boulder	1,619.9	1,741.8
*Fort Collins—Loveland	149.2	166.0
Greeley	123.4	133.0
Pueblo	126.0	127.3

*SMSA renamed in federal government's latest revisions.

Population

Cities over 25,000

	Census 1980	Estimate 1983
	Thousands	
COLORADO	2,888.8	3,099.4
Arvada	84.6	97.9
Aurora	158.6	169.9
Boulder	76.7	80.2
Colorado Springs	215.2	230.4
Denver	491.4	489.0
Englewood	30.0	NA
Fort Collins	64.6	71.3
Grand Junction	28.1	NA
Greeley	53.0	56.9
Lakewood	112.8	118.6
Littleton	28.6	NA
Longmont	NA	47.9
Loveland	30.2	34.1
North Glenn	29.8	NA
Pueblo	101.7	102.7
Thornton	40.3	43.3
Westminster	50.2	53.9
Wheat Ridge	30.3	NA

NA = not available

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
COLORADO	182.4	40.5	9.06
Denver—Boulder	126.7	40.2	9.44

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
COLORADO	1,662.3	98.4	5.9
Denver—Boulder	984.6	51.0	5.2

*Preliminary figures

State Employment Security Agency

For additional labor market information: Div. of Employment, 1278 Lincoln St., Denver, 80203, 303/866-6328

SMSA Wage Survey

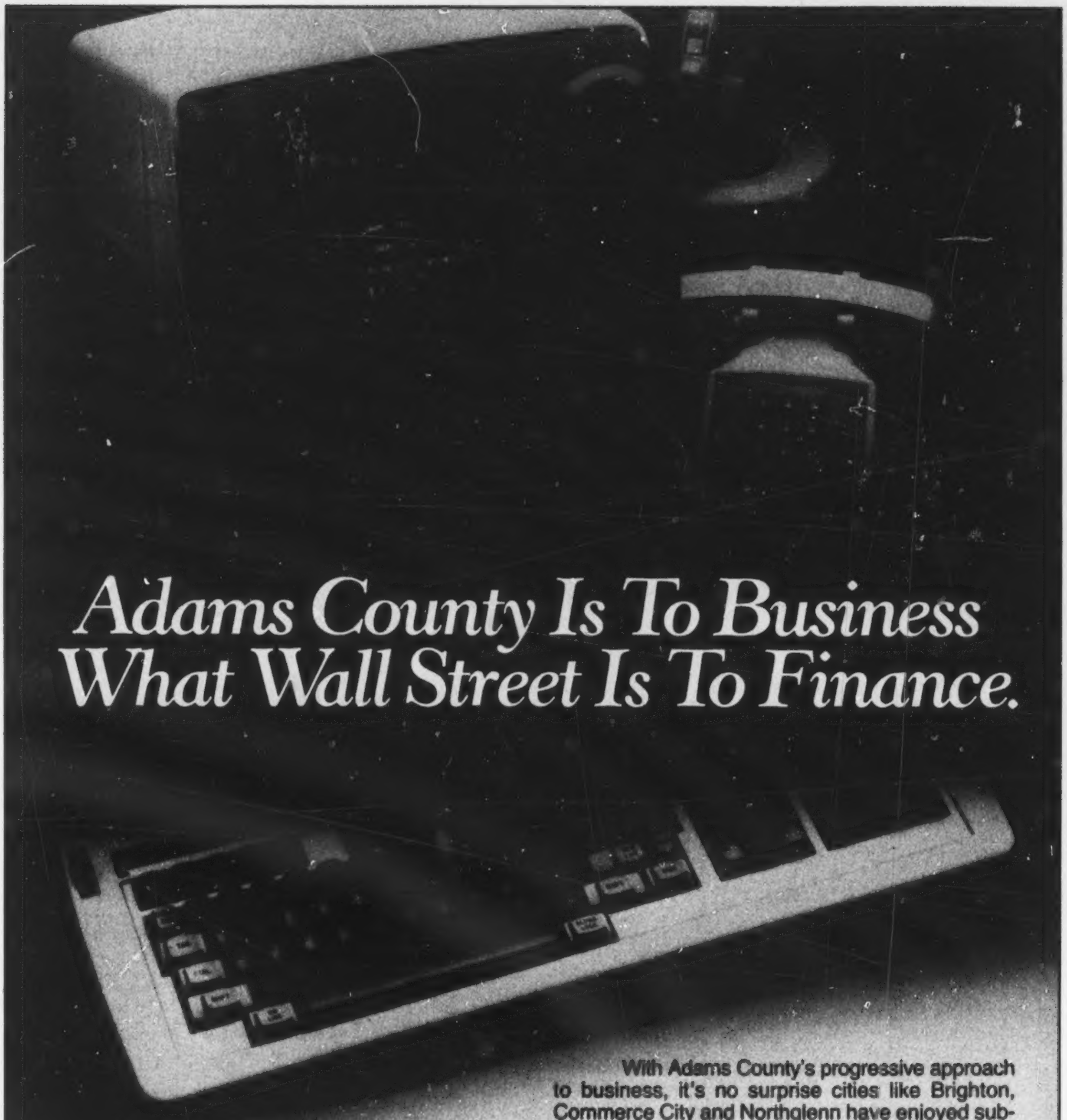
Average straight-time hourly earnings in manufacturing in $

	Denver-Boulder 12/82
Office, professional & technical	
Clerks, payroll	7.28
Secretaries	8.21
Stenographers	7.39
Switchbd opr-recept's	6.06
Drafters V	11.18
Electronics technicians	10.31
Computer operators	8.63
Computer programmers (business)	10.69
Maintenance & powerplant (men)	
Carpenters	(a)11.40
Electricians	11.69
Engineers, stationary	12.33
Machinists	11.27
Mechanics (machinery)	11.29
Tool & die makers	12.21
Custodial & material movement (men)	
Guards & watchmen	8.51
Janitors, porters & cleaners	7.23
Laborers, mat'l handling	*6.81
Shipping & receiving clerks	7.76
Truckdrivers	9.43
Forklift operators	8.99

*Computed from available statistics
(a) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	1,311.7	....	....
MANUFACTURING	182.8	39.2	8.63



Adams County Is To Business What Wall Street Is To Finance.

As on Wall Street, business and industry in Adams County enjoy an environment which encourages successful business development. Where state and city governments combine in a united front to support the growth of a solid business community.

Adams County boasts an excellent air, rail and truck transportation system. Its own Front Range Airport is nearing completion and Stapleton International Airport is within minutes. Adams County offers a readily available labor force at costs among the lowest in metropolitan Denver, a variety of attractive residential communities and outstanding institutions of higher education.

With Adams County's progressive approach to business, it's no surprise cities like Brighton, Commerce City and Northglenn have enjoyed substantial growth in recent years.

"The Adams County decision to locate a disposal site at Last Chance will save Chapparal Industries thousands of dollars in shipping costs every year. Once again, Adams County has made a decision to the benefit of the majority of the people."

John G. Moyski
President, Chapparal Industries

For information about Adams County, contact
Jack Keever, Adams County Economic Development, Inc., The Ranch Commons,
2000 West 120th Avenue #2
Denver, Colorado 80234 (303) 465-1744

Circle 101 on Brochure Service Card

DURABLE GOODS	118.6	39.7	8.81
Stone, Clay, and Glass Products—**SIC 32**	10.4	....	....
Machinery, Except Electrical—**SIC 35**	25.9	....	....
Electric & Electronic Equipment—**SIC 36**	17.0	....	....
Transportation Equipment—**SIC 37**	14.3	....	....
NONDURABLE GOODS	64.2	38.4	8.34
Food and Kindred Products—**SIC 20**	23.9	....	....
Paper and Allied Products—**SIC 26**	2.0	....	....
Printing and Publishing—**SIC 27**	18.6	....	....
Chemicals and Allied Products—**SIC 28**	7.5	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Arvada 2, 3 (Denver)
Aurora (Denver)
Boulder 3, 4, 16
Colorado Springs 1, 2, 3, 9, 11, 13, 16, 23, 27
Denver 1 to 4, 6 to 8, 10 to 25, 27 to 31
Englewood 1, 2 (Denver)
Fort Collins 3, 4, 16
Grand Junction 2, 13, 16, 26, 28, 30
Greeley 3, 4 (Denver)
Lakewood (Denver)
Littleton 1, 2 (Denver)
Loveland 3 (Fort Collins)
North Glenn (Boulder)
Pueblo 1, 2, 3, 5, 23
Thornton (Denver)
Westminster 3 (Denver)
Wheat Ridge (Denver)

Railroads

1. Atchison, Topeka & Santa Fe
2. Denver & Rio Grande Western
3. Burlington Northern
4. Union Pacific
5. Missouri Pacific

Airlines

6. Air Midwest
7. Air U.S.
8. American
9. America West
10. Arrow Air
11. Aspen Airways
12. Centenial Airlines
13. Continental
14. Delta
15. Eastern
16. Frontier
17. Mexicana
18. Northwest
19. Ozark
20. Piedmont
21. Pioneer Airlines
22. Republic
23. Rocky Mt. Airways
24. Southwest Airlines
25. Trans-Colorado Airlines
26. Transwestern Airlines
27. TWA
28. United
29. USAir
30. Western Airlines
31. Wien Air Alaska

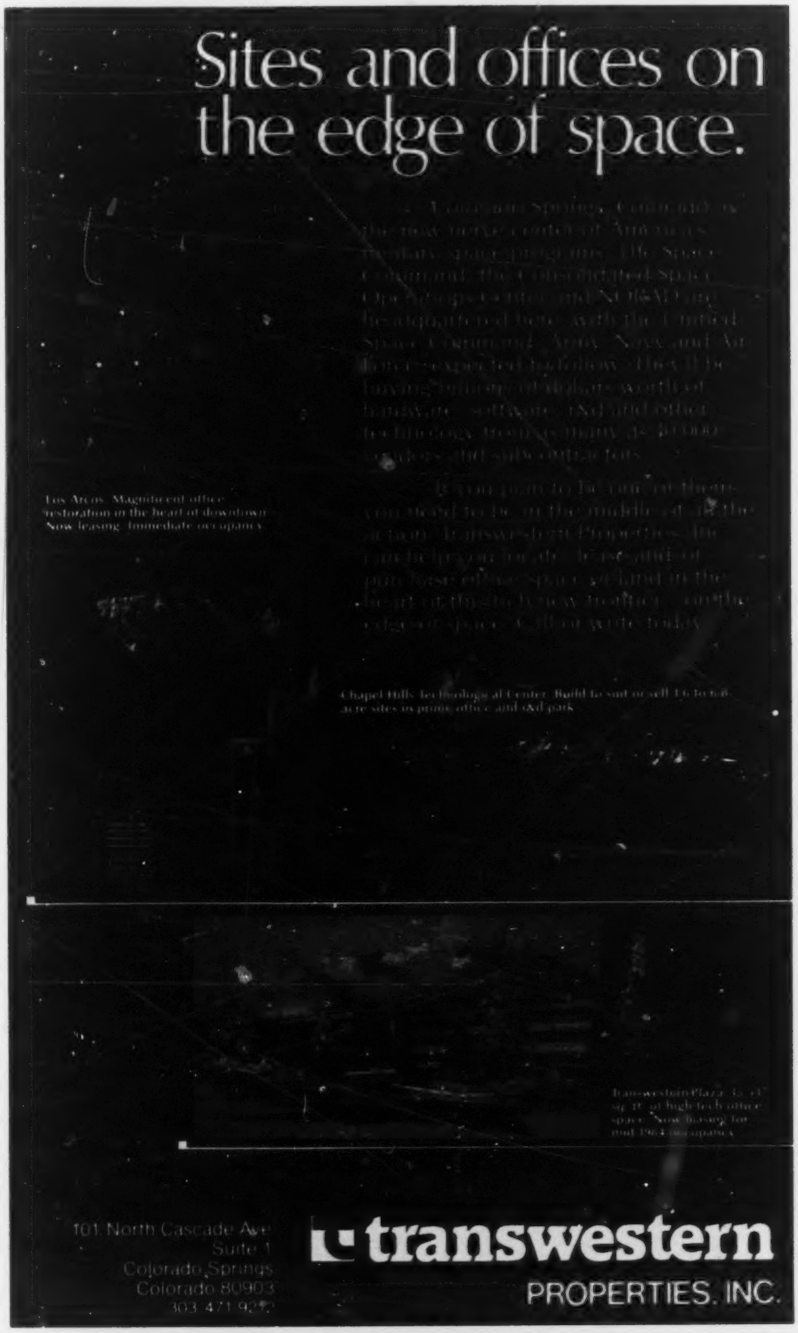
Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Arvada — 1eg
Aurora — 1eg
Boulder — 1eg
Colorado Springs — 2eg
Denver — 1eg
Englewood — 1eg
Fort Collins — 6e, 1g
Grand Junction — 1eg
Greeley — 5e
Lakewood — 1eg
Littleton — 1eg
Loveland — 7e, 1g
Northglenn — 1eg
Pueblo — 4e, 1g
Thornton — 1eg
Westminster — 1eg
Wheat Ridge — 1eg

1. Public Service Co. of Colorado
   550 15th St., Denver 80202



Sites and offices on the edge of space.

Los Arcos. Magnificent office restoration in the heart of downtown. Now leasing. Immediate occupancy.

101 North Cascade Ave
Suite 1
Colorado Springs
Colorado 80903
303 471-92[illegible]

transwestern
PROPERTIES, INC.

Circle 103 on Brochure Service Card

decisions made simple.

In Pueblo.
In Colorado.

Remember when ice cream was vanilla, cars were black, and decisions seemed simple?

In 1984 ice cream comes in 31 flavors, cars are rainbow colored and Pueblo *still* makes your decisions simple.

With financing packages, transportation connections, free industrial land, lower cost labor, and the old fashioned attitude about productivity. Decisionmakers should investigate Pueblo—today. Write for details.

What American Business wants, costs less—in Pueblo—in Colorado.

PUEBLO **Pueblo Economic Development Corporation**
P.O. Box 5807, Pueblo, Colorado 81002 / (303) 544-2000

Wouldn't you rather be in Colorado?

Circle 102 on Brochure Service Card

2. Colo. Springs Dept. of Pub. Utilities
   101 S. Coejos, Colorado Springs 80903
4. Southern Colo. Power Div.
   Centel Corp.
   115 W. Second St., Pueblo 81002
5. Home Light Power Co.
   810 9th St., Box 8, Greeley 80631
6. Ft. Collins Lt. & Power Dept.
   700 Wood St., Box 580, Fort Collins 80522
7. Loveland Electric Div.
   446 N. Garfield, Loveland 80537

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	247	1,449
Gem stones	NA	60
Gold (recov. cont. of ores, etc.) (troy ozs.)	W	W
Gypsum	198	2,403
Lead (recov. cont. of ores, etc.) (metric tons)	W	W
Molybdenum (thou. lbs.)	W	W
Peat	30	270
Sand & gravel (excl. industrial)	21,900	61,700
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	1,898	15,184
Stone:		
Crushed	6,880	28,400
Dimension	1	64
Combined value of carbon dioxide, cement, copper, iron ore, lime, perlite, pyrites, salt, sand and gravel (industrial), tin, tungsten concentrate, vanadium, zinc, and values indicated by symbol W		585,581
Grand Total Colorado 1982		**695,111**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Boulder	33	74	5460	790
Colorado Springs	29	71	6346	501
Denver	30	73	6014	680
Fort Collins	27	71	6483	471
Greeley	25	74	6442	647
Lakewood	31	73	5883	639
Pueblo	30	77	5465	1042

Industrial Development Counselors

State Development Agency

Schmitz, Steve, Dir.
Colorado Div. of Comm. & Dev.
State Centennial Bldg.
1313 Sherman St., Rm. 523

Denver, 80203
303/866-2205

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Aurora
Whitney, Gregory D., C.I.D.,
Exec. Dir., ECO Aurora, Inc.
1470 S. Havana St., 80012
303/750-2500

Colorado Springs
Director
Transwestern Properties, Inc.
101 N. Cascade Ave., Suite 1, 80903
303/471-9212

O'Donnell, Frank A., V.P.
Chamber of Comm., Econ. Dev. Dept.
P.O. Drawer B, 80901
303/471-8183

Denver
Bonin, Albert M.
Econ. Dev. Officer
Intrawest Financial Corp.
P.O. Box 5605, 80217
303/293-5466

Keever, Jack
Adams Cty. Econ. Dev.
2000 W. 120th Ave., 80234
303/465-1744

Smith, Paul E., Ind. Dev. Dir.
Traffic Dept.
Denver & Rio Grande Western RR
Central One Park
1515 Arapnoe St., 80202
303/595-2235

Loveland
Nighswonger, Leonard, Econ. Dev. Dir.
Chamber of Comm.
114 E. 5th, Box 58, 80537
303/667-6311

Pueblo
Greenberg, Richard, Pres.
Pueblo Econ. Dev. Corp.
P.O. Box 5807, 81002
303/544-2000

Thornton
Carpenter, John F., Econ. Dev. Dir.
City of Thornton
9500 Civic Center Dr., 80229
303/538-7220

When you contact
industrial developers
listed in

PLANT
LOCATION

tell them
where you saw
their name

IDAHO

State Information

Financial assistance to industry:

- Bonds for pollution control (local)
- Aid for job training
- Private Industry Council O.J.T.
- Industrial revenue bonds
- Investment tax credit of 3%
- Job expansion credit

Tax rates:

Corporate income tax	7.7%
6.7% on taxable income up to $250,000	
6.5% on income in excess of $250,000	
Personal income tax	2-7.5%
Personal property tax	local only
Permanent bldg. fund tax flat rate: $10 each year (each tax return)	
Sales tax (many exemptions)	4.5%
Equipment utilized in mfg. process is exempt from sales tax	
Gasoline tax	$.125/gal.

Advanced education facilities:

Four-year colleges and universities	6
Two-year or junior colleges	4
Vocational and business schools	6

Medical facilities:

Hospitals	45
Clinics	NA

Labor analysis:

High school graduates	12,782
Mfg. workers in union	18%

Source: **Idaho Division of Economic and Community Affairs**

Population

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1983
IDAHO	943.9	993.9
Boise City	102.5	109.5
Idaho Falls	39.6	NA
Lewiston	28.0	NA
Nampa	25.1	NA
Pocatello	46.3	48.0
Twin Falls	26.2	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 —Thousands—	Estimate 1983
Boise City	173.0	187.8

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
IDAHO	52.0	39.0	9.32
Boise City	9.1	38.4	8.21

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
IDAHO	452.2	32.9	7.3
Boise City	94.7	5.7	6.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Employment, P.O. Box 35, 317 Main St., Boise, 83735, 208/334-2620

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	311.2	. . . .	. . . .
MANUFACTURING	47.8	36.7	8.62
DURABLE GOODS	22.8	. . . .	. . . .
Lumber and Wood Products—**SIC 24**	12.0	34.6	10.12
Stone, Clay, and Glass Products—**SIC 32**	0.9	. . . .	. . . .
Fabricated Metal Products—**SIC 34**	1.6	. . . .	. . . .
Machinery, Except Electrical—**SIC 35**	5.3	. . . .	. . . .
Electric & Electronic Equipment—**SIC 36**	1.6	. . . .	. . . .
NONDURABLE GOODS	25.1	. . . .	. . . .
Food and Kindred Products—**SIC 20**	16.9	37.7	7.11
Paper and Allied Products—**SIC 26**	1.5	. . . .	. . . .
Printing and Publishing—**SIC 27**	3.2	. . . .	. . . .
Chemicals and Allied Products—**SIC 28**	2.3	. . . .	. . . .

Environment Controls

Air & Water Pollution

Dept. of Health & Welfare Div. of Environ., 450 W. State St., Boise, 83720, 208/334-4059

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below.

Boise 1, 3 to 8, 12 to 15
Idaho Falls 1, 3, 6, 9, 11, 14
Lewiston 1, 2, 3, 6
Nampa 1 (Boise)
Pocatello 1, 3, 5, 6, 11
Twin Falls 1, 11, 12, 14

Railroads

1. Union Pacific
2. Burlington Northern

Airlines

3. Cascade Airways
4. Continental
5. Frontier
6. Horizon Airlines
7. Pacific Express
8. Pan American
9. Pioneer Airlines
10. Republic
11. Sky West Airlines
12. Transwestern Airlines
13. United
14. Western Airlines
15. Wien Air Alaska

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Boise — 1e, 2g
Idaho Falls — 3e, 2g
Lewiston — 4eg
Nampa — 1e, 2g
Pocatello — 1e, 2g
Twin Falls — 1e, 2g

1. Idaho Power Co.
   1220 Idaho St., Box 70, Boise 83707
2. Intermountain Gas Co.
   555 S. Cole Rd., P.O. Box 7608,
   Boise 83707
3. Idaho Falls Elec. Light Div.
   Box 220, Idaho Falls 83402
4. Washington Water Power Co.
   E. 1411 Mission Ave., Box 3727
   Spokane, WA 99202

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Antimony ore & concentrate, antimony cont. (short tons)	325	W
Clays	16	178
Copper (recov. cont. of ores, etc.) (metric tons)	3,093	5,046
Gem stones	NA	120
Lead (recov. cont. of ores, etc.) (metric tons)	W	W
Phosphate rock (thou. metric tons)	4,000	100,000
Sand & gravel (exc. industrial)	4,100	11,000
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	15,856	126,848
Stone (crushed)	1,500	6,200
Combined value of cement, garnet (abrasives), gold, gypsum, lime, perlite, pumice, sand (industrial), stone (dimension), tungsten, vanadium, zinc and items indicated by the symbol W		62,731
Grand Total Idaho 1982		**312,123**

* = thousand short tons except as noted
W = withheld to avoid disclosing company proprietary data
NA = not available

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Boise	30	75	5802	742
Idaho Falls	19	69	7995	288
Lewiston	32	74	5436	734
Pocatello	24	71	7123	445

Industrial Development Counselors

State Development Agency

Porter, Dr. David O., Admin.
Div. of Econ. & Comm Affairs
Capitol Bldg., Rm. 108, Boise, 83720
208/334-2470

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Boise

Barnes, Gary D., V.P., Econ. Dev.
First Interstate Bank of ID
700 W. Idaho 83705
208/383-5254

PLANT LOCATION ADVERTISERS offer you the best possible contacts for information on their areas. Contact them directly or use the handy reader inquiry card in the back of the book.

MONTANA

State Information

Financial assistance to industry:

- Reduced property assessment (up to 50% of taxable value) for first ten years of operation
- Reduced property tax rate (65% reduction) for first three years of operation
- Corporate license tax credit for first three years of operation, equal to 1% of new wages paid
- Reduced taxes for pollution control equipment (3% of market value)
- No inventory tax
- No property tax on "freeport merchandise", in-transit merchandise stored temporarily in Montana
- Umbrella industrial revenue bonds with long-term, fixed rate, tax exempt financing to businesses for projects under $800,000 (funds to be applied toward land, buildings, or equipment)
- State stand-alone industrial revenue bonds for tax exempt debt financing of projects over $800,000
- In-state investment of 25% of Montana's coal tax trust fund in small- and medium-sized businesses (approximately $15 million annually)
- In-state debt and equity investment of pension and other trust fund monies
- State-certified Montana Capital Companies to provide venture or equity capital to small Montana businesses
- Renewable energy and water development grant and loan programs
- Business Development Assistance for information on training opportunities, federal contract leads, and sources of grant and loan funds. Related programs for assistance in financial packaging, marketing, product testing and development, quality control, business location, and international exportation

Tax rates:

Corporate income tax .... 6¾% of net income
Personal income tax .... 2 to 11% of taxable income
Property tax...................... varies locally
Inventory tax .... 4.0% market value (no inventory tax after 12/31/82)
Equip. and machinery tax .... same as property

Advanced education facilities:

Four-year colleges and universities	9
Two-year or junior colleges	3
Vocational and business schools	5

Source: **Montana Department of Commerce**

Population

Cities over 25,000

	Census 1980 Thousands	Estimate 1983 Thousands
MONTANA	786.7	814.1
Billings	66.8	69.7
Butte-Silver Bow	37.2	NA
Great Falls	56.7	56.1
Missoula	33.4	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 Thousands	Estimate 1983 Thousands
Billings	108.0	114.6
Great Falls	80.7	80.1

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MONTANA	20.9	40.1	10.63

*Preliminary figures

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
MONTANA	385.4	25.4	6.6

*Preliminary figures

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Billings 7/83
Office, professional & technical	
Payroll clerks	*7.83
Secretaries	8.31
Stenographers	(a)7.95
Switchbd opr-recept's	*6.05
Drafters V	*11.71
Electronics technician	(a)13.36
Computer operators	*6.45
Computer programmers (business)	*8.78
Maintenance & powerplant (men)	
Electricians	13.49
Engineers, stationary	13.24
Machinists	NA
Mechanics (machinery)	11.38
Custodial & material movement (men)	
Janitors, porters & cleaners	8.36
Laborers, mat'l handling	6.13
Ship & receiving clerks	(a)5.74
Truckdrivers	*11.12

*Computed from available statistics
(a) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	271.9	. . . .	. . . .
MANUFACTURING	20.1	39.3	9.85
DURABLE GOODS	11.2	39.2	10.34
NONDURABLE GOODS	8.9	39.3	9.09
Food and Kindred Products—**SIC 20**	3.7	39.9	8.41

State Employment Security Agency

For additional labor market information: Employment Security Div., Lockey and Roberts Sts., P.O. Box 1728, Helena, 59620, 406/444-4500

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Billings — 1e, 2g
Butte-Silver Bow — 1eg
Great Falls — 1e
Missoula — 1eg

1. Montana Power Co.
   40 E. Broadway, Butte 59707
2. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck, ND 58501

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below.

Billings 1, 3 to 7
Butte-Silver Bow 1, 2, 6, 7
Great Falls 1, 4 to 7
Missoula 1, 5 to 7

Railroads

1. Burlington Northern
2. Union Pacific

GATEWAY TO THE ROCKY MOUNTAINS AND NORTHERN PLAINS

Great Falls Foreign Trade Zone No. 88

- Warehouse and Office Facilities in place
- 150 Acres of Prime Industrial Land
- Modern Well-Served International Airport
- Foreign Trade Center for a Five State Area
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- 747 Charter Experience from Europe
- Federal Express Air Courier Hub
- District Customs Headquarters
- Economic Growth Program
- State and Local Industrial Growth Incentives

ECONOMIC GROWTH COUNCIL OF GREAT FALLS

P.O. BOX 1273
GREAT FALLS, MONTANA 59403
Call Gary Richerson 406-761-5036

Circle 134 on Brochure Service Card

Airlines

3. Big Sky Airlines
4. Continental
5. Frontier
6. Northwest
7. Western Airlines

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Antimony (short tons)	225	W
Clays	130	4,504
Copper (recov. cont. of ores, etc.) (metric tons)	63,027	102,824
Gem stones	NA	120
Gold (recov. cont. of ores, etc.) (troy ozs.)	62,400	24,745
Lead (recov. cont. of ores, etc.) (metric tons)	546	313
Lime	32	1,320
Sand & gravel (excl. industrial)	3,400	7,900
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	6,157	49,256
Stone:		
Crushed	1,410	4,700
Zinc (recov. cont. of ores, etc.) (metric tons)	W	W
Combined values of barite, cement, gypum, iron ore, peat, phosphate rock, sand (industrial), stone (dimension), talc, tungsten, vermiculite, and values indicated by symbol W		71,420
Grand Total Montana 1982		**267,102**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Environment Controls

Air & Water Pollution

Donald G. Willems, Admin., Environ. Sciences Div., Montana Dept. of Health & Environ. Sciences, Cogswell Bldg., Capitol Station, Helena, 59620, 406/444-3948

When you contact
industrial developers
listed in

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LOCATION

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their name

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Billings	21	72	7212	553
Great Falls	19	69	7766	391
Missoula	21	67	7839	216

Industrial Development Counselors

State Development Agency

Buchanan, Gary, Dir.
Bus Assist. Div.
Montana Dept. of Comm.
1424 9th Ave.
Helena, 59620
406/444-3923

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Great Falls

Richardson, Gary
Econ. Growth Council
P.O. Box 1273, 59403
406/761-5036

NEW MEXICO

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for land, buildings & equipment
- Bonds for pollution control
- Research & development funding
- Aid for job training
- "Free Port" law

Tax rates:

Corporate income tax..4% on income up to $1 million (annual); $40,000, plus 5% of the excess over $1 million, on income of $1 to 2 million; $90,000, plus 6% of excess over $2 million, on income exceeding $2 million.

Personal income tax ....based on federal

Personal property tax ....33⅓% assessment rate

Gross receipts tax................................ 3½% to 4½%, due to local options

Franchise tax....$.55/M of net worth in NM, with $10 minimum

Corporate filing fee (incorporation fee)......... $1/M of authorized capital stock plus $60 fee for in-state corporations; plus $110 fee for out-state corporations

Gasoline tax............................ $.09/gal. (exempted for NM produced gasohol)

Advanced education facilities:

Four-year colleges and universities......................................10
Two-year or junior colleges...............13
Vocational and business schools....13

Source: **New Mexico Commerce and Industry Dept. Economic Development Division**

Population

Cities over 25,000

	Census 1980 Thousands	Estimate 1983 Thousands
NEW MEXICO	1,300.0	1,391.7
Albuquerque	331.8	356.2
Carlsbad	25.5	NA
Clovis	31.2	NA
Farmington	30.7	NA
Hobbs	28.8	NA
Las Cruces	45.1	47.6
Roswell	39.7	NA
Santa Fe	48.9	51.8

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 Thousands	Estimate 1983 Thousands
Albuquerque	454.5	450.1
Las Cruces	96.3	104.0

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW MEXICO		
34.5	39.5	7.92
Albuquerque		
18.3	38.6	7.73
Las Cruces		
3.3	NA	NA

*Preliminary figures
NA = not available

Unemployment

Major Market Areas—9/83*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NEW MEXICO		
604.5	56.8	9.4
Albuquerque		
225.9	18.5	8.2

Las Cruces	40.6	3.9	9.5

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Dept., P.O. Box 1928, 401 Broadway, N.E., Albuquerque, 87103, 505/842-3105

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	473.9	....	....
MANUFACTURING	34.0	39.2	7.21
DURABLE GOODS	21.4	39.7	7.78
Lumber and Wood Products—**SIC 24**	2.0	....	....
Electric & Electronic Equipment—**SIC 36**	4.3	....	....
Transportation Equipment—**SIC 37**	4.1	....	....
NONDURABLE GOODS	12.6	38.3	5.99
Food and Kindred Products—**SIC 20**	3.9	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Albuquerque 1, 3 to 18
Carlsbad 1, 3
Clovis 1, 3
Farmington 3, 9, 10, 12, 15, 19
Hobbs 2, 3
Las Cruces 1, 4
Roswell 1, 3
Santa Fe 1, 12

Railroads

1. Atchison, Topeka & Santa Fe
2. Missouri Pacific Lines

Airlines

3. Air Midwest
4. Airways of New Mexico
5. American
6. Continental
7. Delta
8. Eastern
9. Frontier
10. Mesa Air Shuttle
11. Pacific Southwest
12. Pioneer Airlines
13. Ross Aviation
14. Southwest Airlines
15. Sun West Airlines
16. TWA
17. United
18. Western Airlines
19. Aspen Airways

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Albuquerque — 1e, 2g
Carlsbad — 3e, 2g
Clovis — 3e, 2g
Farmington — 8e, 2g
Hobbs — 3e, 4e, 5g
Las Cruces — 7e, 6g
Roswell — 3e, 2g
Santa Fe — 1e, 2g

1. Public Service Co. of New Mexico
   Alvarado Sq., Albuquerque 87158
2. Southern Union Gas Co.
   1st International Bldg., Dallas, TX 75270
3. Southwestern Pub. Service Co.
   6th at Tyler, Box 1261, Amarillo, TX 79170
4. New Mexico Elec. Service Co.
   520 Broadmoor Bldg., Box 920
   Hobbs 88240
5. Hobbs Gas Co.
   Box 2220, Hobbs 88240
6. Las Cruces Gas System
   P.O. Drawer CLC, Las Cruces 88001
7. El Paso Electric Co.
   Box 982, 303 N. Oregon, El Paso, TX 79960
8. Farmington Electric Utility
   P.O. Box 900, Farmington 87401

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albuquerque	35	79	4414	1254
Clovis	37	77	4076	1194
Hobbs	43	80	2881	1838
Roswell	41	81	3126	1863

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays (excl. fire clay)	49	98
Copper (recov. cont. of ores, etc.) (metric tons)	59,693	97,384
Gem stones	NA	240
Gold (recov. cont. of ores, etc.) (troy ozs.)	54,400	21,572
Gypsum	162	2,312
Perlite	433	14,239
Potassium salts (thou. metric tons)	1,515	210,000
Pumice	93	930
Sand & gravel	4,600	14,800
Silver (thou. troy ozs.)	W	W
Stone:		
Crushed	2,640	10,300
Dimension	18	138
Combined value of carbon dioxide, cement, clays (fire clay), helium (high-purity), lead, lime, mica (scrap), molybdenum, salt, vanadium, zinc, and values indicated by symbol W		35,689
Grand Total New Mexico 1982		**407,702**

* = thousand short tons except as noted
W = withheld to avoid disclosing company proprietary data
NA = not available

Environment Controls

Air Pollution

Health and Environ. Dept., Environ. Improvement Div., Air Quality Bureau, P.O. Box 968, 809 St. Michaels Drive, Santa Fe, 87503, 505/827-5271 ext. 370

Water Pollution

Health and Environ. Dept., Environ. Improvement Div., Water Pollution Control Bureau, same address as above, 505/827-5271 ext. 232

Industrial Development Counselors

State Development Agency

Autrey, Russel, Sec'y
Econ. Dev. Div.
New Mexico Comm. & Ind. Dept.
Bataan Memorial Bldg.
Santa Fe, 87503
505/827-5571
Telex: 910-985-0512

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Albuquerque

Covell, James A., C.I.D., Exec. V.P.
Ind. Dev. Service, Inc.
P.O. Box 25100, 87125
505/842-0400

Belen

Edwards, Larry, Div. Mgr.
Public Svc. Co. of NM
P.O. Box 407, 87002
505/867-3317

Farmington

Adkins, Paul R., Exec. Dir.
Ind. Dev. Service, Inc.
1040 E. Navajo, 87401
505/327-7451

Las Cruces

Dutton, William A., Dir.
Ind. Dev. Bd.
Drawer 519, 88004
505/524-1745

Rio Rancho

Lacy, Jack, Econ. Dev. Consult.
704 La Casa de Prasa, 87124
505/892-9476

Roswell

Seagrave, Janet, C.I.D.
Econ. Dev. Dir.
Chamber of Comm.
131 W. 2nd, Drawer 70, 88201
505/623-5695

NEVADA

State Information

Financial assistance to industry:

Bonds for buildings (city, county and state)
Bonds for pollution control
"Free Port" law
"Right to Work" law

Tax rates:

No personal, corporate or inheritance taxes
Property tax......................varies locally
Sales tax.............5¾% (food for home use, prescribed drugs & medicines and gasoline are exempt)
(Washoe County..........................6%)

Advanced education facilities:

Four-year colleges and universities...3
Two-year or junior colleges.................4
Vocational and business schools......4

Source: **Nevada Dept. of Economic Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	Thousands	
NEVADA	799.2	887.3
Carson City	32.0	34.9
Las Vegas	164.7	175.7
North Las Vegas	42.7	48.4
Reno	100.8	108.6
Sparks	40.8	44.1

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	Thousands	
Las Vegas	461.8	514.0
Reno	193.6	212.5

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEVADA	18.7	39.3	9.04
Las Vegas	7.0	38.4'	10.58'
Reno	7.8	NA	NA

*Preliminary figures
'August 1983 figures
NA = not available

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NEVADA	496.9	41.8	8.4
Las Vegas	277.7	26.0	9.4
Reno	135.5	8.7	6.4

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Dept., Capitol Complex, Carson City, 89710, 702/885-4550

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	405.7	....	....
MANUFACTURING	18.8	37.3	8.80
DURABLE GOODS	12.2	37.8	9.26
Stone, Clay, and Glass Products—**SIC 32**	1.4	37.9	10.95
Primary Metal Industries—**SIC 33**	1.4	40.8	13.28
NONDURABLE GOODS	6.6	36.6	7.88
Food and Kindred Products—**SIC 20**	1.4	....	....
Printing and Publishing—**SIC 27**	3.1	36.0	7.92
Chemicals and Allied Products—**SIC 28**	0.8	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Carson City (Reno)
Las Vegas 2 to 4, 6 to 29
North Las Vegas (Las Vegas)
Reno 1, 2, 5, 7 to 11, 19 to 22, 24, 28 to 30
Sparks 1 (Reno)

Railroads

1. Southern Pacific Lines
2. Union Pacific

Airlines

3. Air Cortez
4. Air Nevada
5. Aircal
6. America West
7. American
8. Continental
9. Delta
10. Eastern
11. Frontier
12. Golden Pacific
13. Havasu Airlines
14. Las Vegas Airlines
15. Northeastern Int'l
16. Northwest
17. Ozark
18. Pacific Coast Airlines
19. Pacific Express
20. Pacific Southwest
21. Pan American
22. Republic
23. Scenic Airlines
24. Sky West Airlines
25. Southwest Airlines
26. Sunworld Int'l Airways
27. TWA
28. United
29. Western Airlines
30. Wein Air Alaska

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Carson City — 3e, 2g
Las Vegas — 1e, 2g
North Las Vegas — 1e, 2g
Reno — 3e
Sparks — 3e

1. Nevada Power Co.
   6226 W. Sahara Ave., Box 320
   Las Vegas 89151
2. Southwest Gas Corp.
   5241 Spring Mtn. Rd., Las Vegas
   89114
3. Sierra Pacific Power Co.
   100 E. Moana La., Box 10100, Reno
   89510

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	1,765	56,158
Clay	110	4,604
Gem stones	NA	1,000
Gold (recov. cont. of ores, etc.) (troy ozs.)	679,700	269,535
Gypsum	758	7,073
Iron ore	W	W
Mercury (76-lb. flasks)	25,000	9,750
Sand & gravel (excl. ind.)	7,000	14,500
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	254	2,032
Stone (crushed)	1,240	3,800
Combined value of copper, cement (portland), diatomite, fluorspar, lead, lime, lithium compounds, magnesite, perlite, salt, tungsten, zinc sand (industrial), and values indicated by symbol W		98,492
Grand Total Nevada 1982		**466,944**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Nevada's Liberal Tax Structure Benefits Both Employer and Employee

In Nevada your employees net more money per pay check at no extra cost to you.

Forty-five states have a state income tax . . . Nevada has none. Nevada has no sales tax on food for home consumption. Nevada's property tax is among the lowest in the nation, and in an era of high energy costs, Nevada's work force saves money and time by the short commutes to work — in short, a satisfied employee means more productivity for you. Plus Nevada's many benefits for management include no corporate income tax (45 states have one), no unitary tax, and no franchise tax (43 states have one). Nevada has no inventory tax on products shipped out of state and no merchants inventory tax. Nevada has an exceptionally liberal free port law and is a right to work state.

If you're a clean air, light manufacturing firm or in the market for a strategic warehousing or distribution location . . . Nevada could be ideal for you. In Nevada both management and labor enjoy a higher bottom line.

State of
Nevada
Governor's Commission on Economic Development

The nation's fastest-growing state according to the U.S. Census Bureau

For information on how your company can earn greater profits by doing business in Nevada, contact the State of Nevada's Economic Development, Capitol Complex, Carson City, Nevada 89710. 702/885-4322. John J. Reardon, Director. New client inquiries to: Jean Towne, Associate.

Circle 106 on Brochure Service Card

Environment Controls

Air & Water Pollution

Nevada State Dept. of Conservation and Natural Resources, Nye Bldg., 201 S. Fall St., Carson City, 89710, 702/885-4670

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Las Vegas	45	90	2532	3029
Reno	32	70	6030	357

Industrial Development Counselors

State Development Agency

Reardon, John J.
Nevada Dept. of Econ. Dev.
Capitol Complex
Carson City, 89710
702/885-4325

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Carson City

Shriver, Bob, Dir.
Northern NV Dev. Auth.
P.O. Box 140, 89702
702/883-4441

Las Vegas

Sandstrom, Gerald R., Assoc. Dir.
NV Dev. Auth.
McCarran Airport
P.O. Box 11128, 89111
702/739-8222

Pioche

Hardy, Clark M. "Rick", Chmn.
Central NV Dev. Auth.
P.O. Box 66, 89043
702/962-5235

Reno

Dill, Shelby, Dir.
Econ. Dev. Auth. of Western NV
P.O. Box 12541, 89510
702/322-4004

Wolfe, Hans R., V.P.
First Interstate Bank of Nevada
P.O. Box 11007, 89520
702/784-3401

Johnson, Joan
Greater Reno/Sparks Chamber of Comm.
P.O. Box 3499, 89505
702/786-3030

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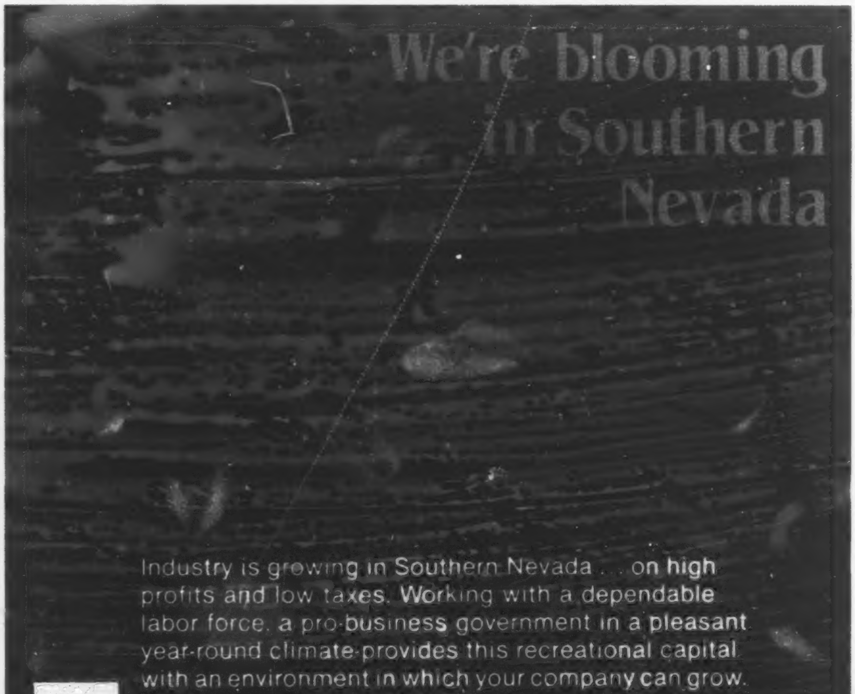

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Industry is growing in Southern Nevada . . . on high profits and low taxes. Working with a dependable labor force, a pro-business government in a pleasant year-round climate provides this recreational capital with an environment in which your company can grow. For complete industrial site location services contact:

NEVADA DEVELOPMENT AUTHORITY
McCARRAN INTERNATIONAL AIRPORT
P.O. Box 11128 • Las Vegas, Nevada 89111
Area Code (702) 739-8222 • Toll Free 1-800-634-6858

Circle 105 on Brochure Service Card

UTAH

State Information

Financial assistance to industry:

- Revenue bonds for capital asset financing
- Revenue bonds for pollution control
- Aid for job training
- No inventory tax

Tax rates:

Corporate franchise tax.....4% taxable inc. (Min. $50.00)
Personal income tax.............2¾-7¾%
Personal property tax .....varies locally

Sales tax:

State..4.125%
Local option of up to 1.125%
Local transit district 0.25%

Advanced education facilities:

Four-year colleges and universities...6
Two-year or junior colleges.................3
Vocational and business schools....10

Source: **Utah Department of Development Services**

Environment Controls

Air Pollution

Brent C. Bradford, Dir., Bureau of Air Quality, P.O. Box 2500, Salt Lake City, 84110-2500, 801/533-6108

Water Pollution

Calvin K. Sudweeks, Dir., Bureau of Water Pollution Control, same address as above, 801/533-6146

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
UTAH	1,461.0	1,580.0
Bountiful	32.9	NA
Logan	26.8	NA
Murray	25.8	NA
Ogden	64.4	64.1
Orem	52.4	57.0
Provo	73.9	78.9
Salt Lake City	163.0	161.9
Sandy City	51.0	57.2
West Jordan	26.8	NA

NA = not available

'Utah is working for Western Airlines'

LAWRENCE H. LEE
President, Chief Executive Officer

"When Western Airlines established a hub operation in Salt Lake City in May, 1982, we moved into 17 new markets and tripled our number of daily flights. The rapidly expanding Salt Lake International Airport has the most up-to-date facilities and is ideally located to provide convenient service to the country's major markets on the East and West Coasts. And our 2,000 Utah employees are highly skilled, motivated and committed to Western's growth in this state. Utah…it's working for Western."

Experience Utah!

WESTERN AIRLINES IS.

For information on how Utah's advantages, style of work and style of life can work for your large or small company, call or write the Utah Economic Development Division, 6150 State Office Building, Dept. PL, Salt Lake City, UT 84114. Phone: 1-800-453-8824.

Circle 108 on Brochure Service Card

UTAH

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Provo—Orem	218.1	242.2
Salt Lake City—Ogden	936.3	974.4

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
UTAH	87.0	39.0	8.86
Salt Lake City—Ogden	60.2	40.8	8.49

*Preliminary figures

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
UTAH	681.6	50.9	7.5
Salt Lake City—Ogden	442.4	32.0	7.2

State Employment Security Agency

For additional labor market information: Industrial Cmsn., P.O. Box 5800, Salt Lake City, 84110-5800, 801/530-6811; also, Job Service, 174 Social Hall Ave. or P.O. Box 11249, Salt Lake City, 84147, 801/533-2710

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Salt Lake City-Ogden 11/82
Office, professional & technical	
Clerks, payroll	6.74
Secretaries	7.58
Stenographers	*7.44
Switchbd opr-recept's	5.49
Drafters V	11.01
Electronic technicians	8.91
Computer operators	7.39
Computer programmer (business)	10.08
Maintenance & powerplant (men)	
Carpenters	(a)11.70
Electricians	11.61
Engineers, stationary	(a)10.45
Machinists	12.00
Mechanics (machinery)	10.31
Tool & die makers	11.26
Custodial & material movement (men)	
Guards & watchmen	6.93
Janitors, porters & cleaners	7.17
Laborers, material handling	6.44
Shipping & receiving clerks	8.47
Truckdrivers	8.52
Forklift operators	7.48

*Computed from available statistics
(a) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	560.3	....	....
MANUFACTURING	85.9	38.5	8.40
DURABLE GOODS	59.0	39.6	8.71
Primary Metal Industries—**SIC 33**	6.8	37.0	13.66
Electric & Electronic Equipment—**SIC 36**	8.5	....	....
Transportation Equipment—**SIC 37**	9.6	43.0	10.03
NONDURABLE GOODS	26.8	36.2	7.68
Food and Kindred Products—**SIC 20**	9.1	37.2	7.56

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (S) = Salt Lake City

Bountiful 1 (S)
Logan 3, 13
Murray 1, 3 (S)
Ogden 1, 2, 3 (S)
Orem (Provo)
Provo 1, 3, 5
Salt Lake City 1, 3, 4, 5 to 17
Sandy City (S)
West Jordan 1 (S)

Railroads

1. Denver & Rio Grande Western
2. Southern Pacific Lines
3. Union Pacific
4. Salt Lake, Garfield & Western

Airlines

5. Alpine Aviation
6. American
7. Continental
8. Delta
9. Eastern
10. Frontier
11. Republic
12. Sky West Airlines
13. Transwestern Airlines
14. TWA
15. United
16. Western
17. Wien Air Alaska

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Bountiful — 4e, 2g
Logan — 5e, 2g
Murray — 6e, 2g
Ogden — 1e, 2g
Orem — 1e, 2g
Provo — 3e, 2g
Salt Lake City — 1e, 2g
Sandy — 1e, 2g
West Jordan — 1e, 2g

1. Utah Power & Light Co.
   1407 W. N. Temple St., Box 899, Salt Lake City 84110
2. Mountain Fuel Supply Co.
   180 E. 1st S. St., Salt Lake City 84139
3. Provo City Power Dept. of Utilities
   251 W. 800 N., Provo 84601
4. Bountiful City Lt. & Power
   198 S. 200 W., Bountiful 84010
5. Logan City Munic. Lt. & Pwr.
   61 W. 100 N. St., Logan 84321
6. Murray Power Dept.
   153 W. 4800 S. Murray City 84107

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clay	170	1,523
Copper (recov. cont. of ores, etc.) (metric tons)	188,481	307,492
Gem stones	NA	70
Gold (recov. cont. of ores, etc.) (troy ozs.)	198,900	78,874
Gypsum	292	2,765
Iron ore (usable) (thou. long tons, gr. wt.)	W	W
Lead (recov. cont. of ores, etc.) (metric tons)	W	W
Lime	300	15,730
Salt	778	18,916
Sand & gravel	7,010	18,220
Silver (recov. cont. of ores, etc.) (thou. troy. ozs.)	2,417	19,336
Stone:		
Crushed	3,150	11,200
Dimension	3	280
Zinc (recov. cont. of ores, etc.) (metric tons)	W	W
Combined values of asphalt (native), beryllium concentrate, carbon dioxide (natural), cement, magnesium compounds, molybdenum, phosphate rock, potassium salts, sodium sulphate, tungsten, vanadium, and values indicated by symbol W		152,821
Grand Total Utah 1982		**627,227**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Ogden	29	77	5866	955
Salt Lake City	29	78	5802	981

Industrial Development Counselors

State Development Agency

Lee, Evelyn, Dir.
Utah Econ. Dev.
6150 State Office Bldg.
Salt Lake City, 84114
801/533-5325

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Ogden

Barton, Jon R., Asst. Dir.
Weber Cty. Ind. Dev. Corp.
205 26th St., 84401
801/627-1333

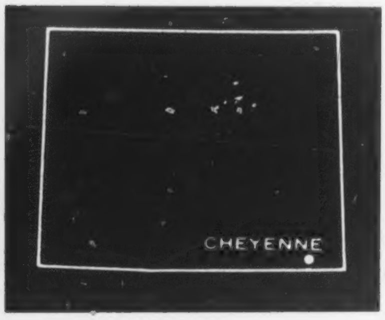
Provo

Majewski, Michael, Econ. Dev. Coord.
Provo City Corp.
P.O. Box 1849, 84603
801/375-1822

Salt Lake City

Hadley, Dale R., Dir.
Land & Ind. Dev.
Upland Industries Corp.
50 S. Main, 84144
803/363-5111

Jensen, LaVell J., Area Dev. Dir.
Utah Power & Light Co.



WYOMING

State Information

Financial assistance to industry:

- Industrial revenue bonds
- Local development corporations and councils
- Bonds for pollution control
- No personal or corporate tax

Tax rates:

Personal property tax	89% of market value
Sales tax	3% (Additional 1% at county option)
Use tax	3% (Additional 1% at county option)
Franchise and incorporation tax	graduated
Gasoline tax	$.08 per gal.
Gasohol	$.04 exemption

Advanced education facilities:

Four-year colleges and universities	1
Two-year or junior colleges	7
Vocational and business schools	8

Medical facilities:

Hospitals	28
Clinics	NA

Labor analysis:

High school graduates	6,000
Mfg. workers in unions	21%

Source: **Wyoming Department of Economic Planning and Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	Thousands	
WYOMING	470.8	514.0
Casper	51.0	56.5
Cheyenne	47.3	49.2

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
WYOMING	9.5	37.7	8.86

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
WYOMING	263.4	18.1	6.9

State Employment Security Agency

For additional labor market information: Employment Security Cmsn., ESC Bldg., Center & Midwest Sts., P.O. Box 2760, Casper, 82601, 307/235-3650

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	217.2	....	....
MANUFACTURING	9.2	37.6	8.53
DURABLE GOODS	4.1	....	....
Lumber and Wood Products—**SIC 24**	1.1	....	....
NONDURABLE GOODS	5.1	....	....
Food and Kindred Products—**SIC 20**	1.3	....	....
Petroleum and Coal Products—**SIC 29**	1.6	....	....

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below.

Casper 1, 3 to 9
Cheyenne 1, 2, 7, 8

Railroads

1. Burlington Northern
2. Union Pacific
3. Chicago & North Western

Airlines

4. Air U.S.
5. Big Sky Airlines
6. Continental
7. Frontier
8. Rocky Mt. Airways
9. Western

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Casper — 1e, 3g
Cheyenne — 2eg

1. Pacific Power and Light Co.
   920 S.W. Sixth Ave., Portland, OR 97204
2. Cheyenne Lt., Fuel and Pwr. Co.
   108 W. 18th St., Cheyenne 82001
3. Northern Utilities Inc.
   441 S. Center St., Casper 82601

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clay	2,239	57,974
Gem stones	NA	220
Gypsum	291	2,682
Sand & gravel	4,900	13,700
Stone (crushed)	2,150	7,400
Combined value of cement, iron ore, lead, lime, silver, sodium carbonate and zinc		637,169
Grand Total Wyoming 1982		**719,145**

* = thousand short tons
NA = not available

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan	Jul	Degree Days Heating	Cooling
Casper	22	71	7642	457
Cheyenne	26	69	7310	309

Industrial Development Counselors

State Development Agency

Niland, John, Exec. Dir.
Dept. of Econ. Plng. & Dev.
Barrett Bldg.
Cheyenne, 82002
307/777-7287

Logan, John, Chief
Ind. Dev. Div.
Dept. of Econ. Plng. & Dev.
(same address as above)
(307) 777-7285

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Cheyenne

Dettmann, Floyd J., Mgr.
Land & Ind. Dev.
Upland Industries
1805 Capitol Ave., 82001
307/634-5647

Miller, Harold M., Exec. Dir.
Ind. Dev. Assn. of Cheyenne
2101 O'Neil Ave., 82001
307/637-6385

Rawlins

Stewart, Lance R., Dir.
Carbon Cty. Econ. Dev. Corp.
P.O. Box 149, 82301
307/328-2651

Plant Location

PACIFIC STATES

- ALASKA
- CALIFORNIA
- HAWAII
- OREGON
- WASHINGTON

Regional Review

by Charles H. Peck

The Pacific states of California and Washington experienced much of the same economic recovery as the rest of the nation in 1983, while Oregon worked to position itself to take advantage of continuing national recovery into 1984. Economists and other experts from leading Pacific Coast banks and state economic development departments generally agreed that all three states should continue this upward movement into 1985, with some variations in certains areas. This optimistic appraisal is based on anticipated increases in employment, personal income, and net gains in population.

To take advantage of this growth, state governments are taking a more active role in luring new business investment. Oregon and California have greatly expanded efforts to overcome anti-business, no-growth reputations. Both states have inaugurated aggressive plans to draw plants, offices and other investments to their areas, and are increasingly working hand-in-hand with the business sector to improve the economic climate.

Among the region's attractions to industry are abundant high-quality educational resources. Although recent budget cuts have placed some limitations on institutional growth and capabilities, many companies, particularly those involved in high technology, are continuing to benefit from new educational programs.

Lifestyle represents another major plus for the Pacific states. The winter and water sports of the Pacific Northwest and the year-round recreational opportunities of Southern California have earned the region a justified reputation as an ideal locale for working and living. The temperate climate and cultural amenities also make it

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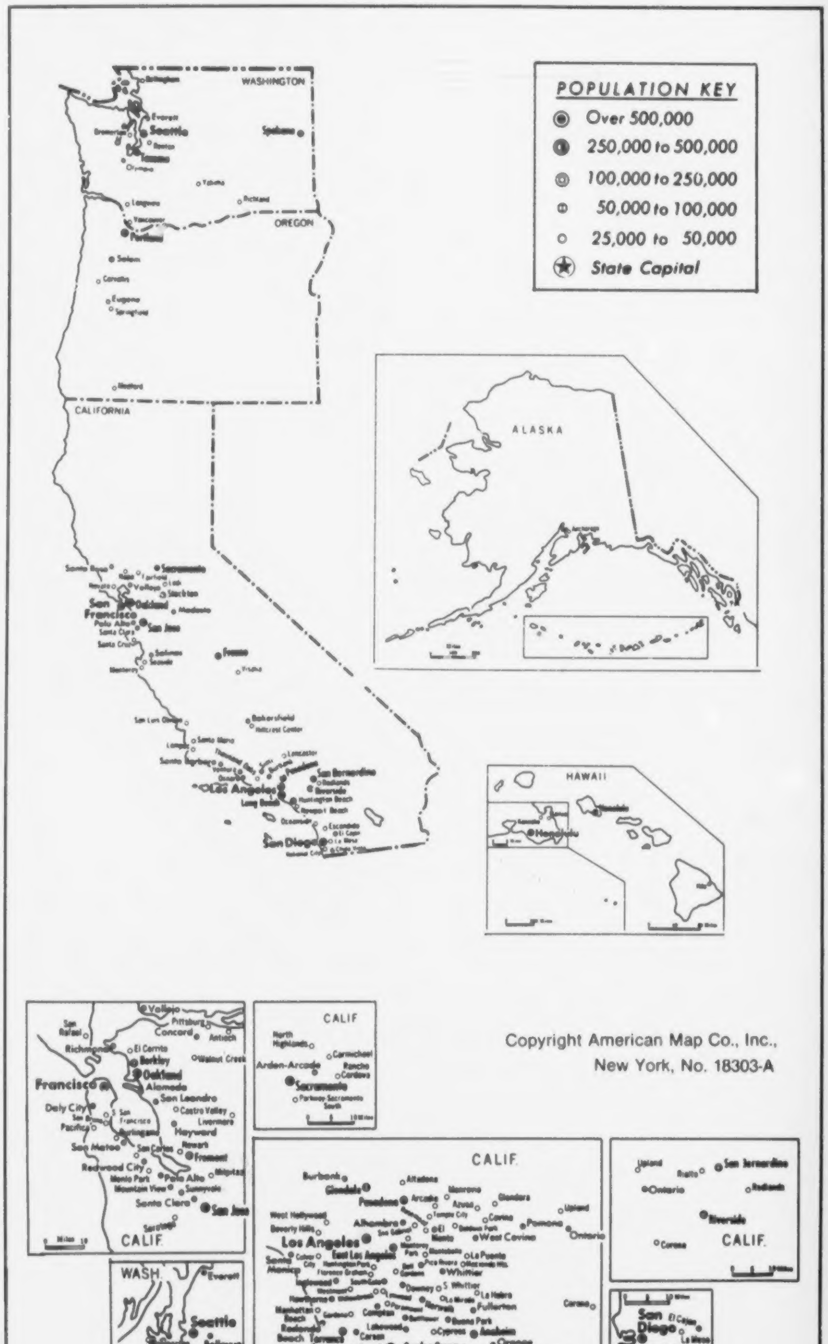
Mr. Peck is manager of marketing for Upland Industries Corporation, a site location firm in Omaha, Neb.



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easier for companies to attract and retain employees.

Principal negative factors affecting the economic upturn are high wage rates, strong labor unions, high housing costs, and to a certain extent, local government restraints limiting growth. Natural resource industries have suffered throughout the Pacific states in recent years, although the upturn in home building has triggered a moderate rebound in lumber production.

California. Of the three Pacific states, California's progress in 1983 was the most dramatic. Employment grew faster here than in the rest of the nation. Even the auto industry layoffs had only a minor impact because of gains made in high technology industries. Although unemployment has held at a rate higher than the national average, the rate is dropping and is likely to continue to do so for the next few years.

State government has been actively pursuing business development. In 1983 Governor Deukmajian initiated a six-part program designed to simplify regulatory procedures, improve the state's infrastructure, establish new investment incentives, assist small business ventures, and provide incentives to housing and construction industries. In September 1983, the state legislature gave final approval to the Economic Development and Job Creation Act of 1983 (AB 1878-Davis) which established a new special assistant to the governor with responsibility for assisting businesses locating or expanding in California. In conjunction with aggressive work done by the Department of Economic and Business Development, these efforts have helped generate more than $440 million in new capital investments and 6,500 new jobs in 1983.

The are problems as well. High-cost housing is pervasive; prices are well above the national level. Southern California's allocation of Colorado River water will be terminated in a few years, forcing the area to search for new sources of water. In certain areas of the state, intense debate continues about industrial growth vs. environmental quality, which may delay some industrial projects.

Land available in major metropolitan areas for industrial, commercial and residential development is becoming scarce, and increased demand for cheaper land in suburban and rural areas has been the result. Education has been affected by budget slashes, although programs in science and technology have been expanded in some areas because of strong relationships between universities and advanced technology companies.

Oregon. After four years of recession, Oregon is showing signs of recovery. According to local banks, the recovery became apparent late in 1983 and is expected to continue on a modest scale through 1984. New economic growth is expected to create over 30,000 new jobs in 1984, representing Oregon's first employment gain since 1979.

Employment sectors expected to experience above-average growth include primary metals, electrical and nonelectrical machinery, transportation equipment, construction, and service industries. Continued growth in the heavy construction industries, resulting from public transportation projects, will lead to job gains in other construction industries.

Gains also occurred in late 1983 in diversified manufacturing industries and high-tech firms, and these are expected to continue into 1984. Oregon tourism is also expected to benefit from resulting higher disposable incomes, greater recreational spending, and spillover from the mid-1984 Los Angeles Olympic games. The agricultural outlook is brighter as well.

Oregon has long been tagged—fairly or unfairly—as a no-growth, antibusiness state, mainly because of its land-use policies. Some changes are expected, however, based on goals announced by the state's Economic Development Department in fall 1983. John Anderson, head of the department, commented that Oregon is experiencing "something of an economic renaissance" with a "new focus on economic development that is the equivalent of the environmental crusade of the sixties and early seventies." The department has prepared a comprehensive economic growth plan, has computerized its information system for identifying commercial and industrial properties, is speeding up its permitting process, and is providing various kinds of financial assistance.

Authoritative sources in the state generally agree that Oregon is undergoing an economic transition, shifting away from a long-held dependence on natural resource industries toward a more balanced and broadened economic base. The state's main concern is whether this transition will take effect before the national economic recovery loses its momentum.

The attraction of the Oregon lifestyle has a positive effect on the labor market, producing a quality labor force with low turnover rate. This favorable situation is enhanced by Oregon's excellent educational system, which boasts 48 universities, colleges and community colleges. "State of the art" higher educational programs have long been offered in traditional categories of forestry, agriculture and engineering, and these are being supplemented, particularly at the community college level, by attractive training packages aimed at the high technology plants now operating throughout the state.

Washington. As did Oregon, Washington tended to lag behind the national economic recovery. But local economic authorities are optimistic, pointing to positive changes that include a pickup in retail sales, a more active housing market, and an improved lumber industry. The most encouraging sign was an increase of non-agricultural employment by 35,300 jobs from a December 1982 low of 1,564,100. This gain has occured primarily in retail trades; the construction, utility and government sectors showed little or no gain.

Washington continues to offer businesses a highly educated labor pool, with high pay scales and strong unions. This is considerably different from the agricultural sector, where workers are less skilled, pay rates are lower, and migratory work is prevalent.

Trade with Pacific Rim countries and Alaska through Washinton's major ports is strong and is expected to continue favorably. The Port of Seattle had its best year in its 72-year history in 1983. Waterfront facilities handled cargo worth $25 billion and moved a record 950,000 containers in 1983, an 18% jump over 1982. Growth rates of 5-15% are expected for the near future.

Foreign trade is expected to be a strong factor in the local economy as U.S. trade action shifts from the Atlantic to the Pacific. The Puget Sound ports stand to benefit greatly from this shift as they are one to two days closer to Pacific Rim countries than are California ports. Two recently established foreign trade zones at the Ports of Tacoma and Everett will further increase the area's importance.

The Washington business climate is mixed. In many of the large metropolitan areas, residents have fostered a negative attitude toward new development, manifesting in long, drawn-out permitting battles. However, this attitude appears to be changing in some parts of the state, and in those areas new business is aggressively being pursued.

As interest in new business is [illegible] creasing, the recent implementation of industrial revenue bond (IRB) financing has had a significant economic impact. In the two years since IRB legislation was enacted, 71 such bond financings have been awarded, representing more than $446 million in private investments. Plans are in progress to broaden IRB financing to eligible projects.

Washington has a number of universities and colleges of high caliber, as well as many vocational-technical schools. These, in tandem with private schools, provide excellent engineering, education and business programs. State educational funding has been drastically reduced in the past several years, but the state legislature is increasingly aware of the link between educational spending and the assurance of a strong, competent labor force.

ALASKA

State Information

Financial assistance to industry:

- Bonds and loans from Alaska Indus. Dev. Authority
- Project financing from Alaska Resources Corp.
- Loans from Alaska Commercial Fishing & Agriculture Bank, a private lending cooperative
- Loans for advanced mineral exploration from Mining Loan Fund
- Assistance for development of mining access roads from Department of Natural Resources

Tax rates:

Corporate income tax ....15% on first $25,000 net income, 18% from $25,000 to $50,000, 30% from $50,000 to $75,000, 40% from $75,000 to $100,000, and 46% on taxable income over $100,000.

Personal property tax .... local; property assessed at 100% valuation and rates range from 0 to 23 mills.

Sales tax.. local; rates vary from 0-6%

(State has 20 mills tax on oil and gas properties only)

Advanced education facilities:

Four-year colleges and universities...3

Two-year or junior colleges...............10

Vocational and business schools ....several private and union

Source: **Alaska Department of Commerce and Economic Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
ALASKA	400.5	454.0
Anchorage	173.0	196.3

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Anchorage	173.0	196.3

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—August 1983

Employment Thousands	Weekly Hours	Hourly Earnings $
ALASKA		
22.2	41.9	10.42

Unemployment

Major Market Areas—9/83*

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
ALASKA		
221.5	16.9	7.6

State Employment Security Agency

For additional labor market information: Employment Security Div., Dept. of Labor, P.O. Box 1149, Juneau, 99811, 907/465-2700

Industrial Mix—1982

Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT		
194.4	....	....
MANUFACTURING		
11.1	38.6	11.74
Food and Kindred Products—SIC 20		
5.8	37.5	8.39

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below.

Anchorage 1 to 20

Railroads

1. Alaska

Airlines

2. Air France
3. Alaska Aeronautical
4. Alaska Airlines
5. British Airways
6. Japan Air Lines
7. KLM
8. Korean Air Lines
9. Lufthansa
10. Northwest
11. Reeve Aleutian
12. Sabena
13. SAS
14. Seair
15. Southcentral Air
16. South Pacific Island Airways
17. Talarik Creek Air Taxi
18. United
19. Western Airlines
20. Wien Air Alaska

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Anchorage — 1e, 2e, 3g

1. Anchorage Mun. Lt. & Pwr. Dept.
   1200 E. 1st Ave., Anchorage 99501
2. Chugach Elec. Assoc. Inc.
   P.O. Box 3518, Anchorage 99501
3. Alaska Pipeline Co./Enstar Natural Gas Co.
   3000 Spenard Road, P.O. Box 6288
   Anchorage 99502

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	W	W
Gold (recov. cont. of ores, etc.) (troy ozs.)	18,800	7,455
Sand & gravel	45,000	91,000
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	1	8
Stone (crushed)	3,400	15,600
Tin	W	W
Combined value of platinum-group metals, gem stones, tungsten, and values indicated by symbol W		1,181
Grand Total Alaska 1982		**115,244**

* = thousand short tons except as noted

W = withheld to avoid disclosing company proprietary data

Environment Controls

Air & Water Pollution

Richard A. Nevé, Cmsr., Dept. of Environ. Conservation, Pouch O, Juneau, 99811, 907/465-2600

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anchorage	13	58	10816	0

Industrial Development Counselors

State Development Agency

Lyon, Richard A., Cmsr.
Alaska Dept. of Comm. & Econ. Dev.
Pouch D, Juneau, 99811
907/465-2500

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Anchorage

Yarzebinski, Joseph A., Sr. Plnr.
Research Section, Anchorage Munic.
Pouch 6-650, 99502
907/264-4222

Juneau

Bivin, William C., Dir.
Off. of Special Ind. Project
Dept. of Comm. & Econ. Dev.
Pouch EE, 99811
907/465-2020

CALIFORNIA

State Information

Financial assistance to industry:

- Tax incentives
- Bonds for pollution control
- Aid for job training
- Industrial development revenue bonds

Tax rates:

Corporate income tax	
General corp	9.6%
Bank & financial corp	9.6-11.6%
Personal income tax	1-11%
Personal property tax	1.2% of full market value
Sales tax	6-6½%
Inventory tax	none
Equip. and machinery tax	same as property tax
Gasoline tax	$.07 per gal.

Advanced education facilities:

Four-year colleges and universities	159
Two-year or junior colleges	109
Vocational and business schools	2,500

Medical facilities:

Hospitals	589
Clinics	675

Labor analysis:

High school graduates	285,110
Mfg. workers in unions	27.6%

Source: **California Department of Economic & Business Development**

Environment Controls

Air & Water Pollution

Dr. Jim Roberts, Off. of Permit Assistance, 1400 10th St., Sacramento, 95814, 916/445-4831

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
CALIFORNIA	23,668.6	24,912.0
Alameda	63.9	63.6
Alhambra	64.6	65.9
Anaheim	221.8	233.0
Antioch	43.6	45.2
Arcadia	46.0	47.3
Azusa	29.4	NA
Bakersfield	105.6	118.0
Baldwin Park	50.6	52.0
Bell	25.5	NA
Bellflower	53.4	54.5
Bell Gardens	34.1	NA
Berkeley	103.3	103.0
Beverly Hills	32.4	NA
Brea	27.9	NA
Buena Park	64.2	66.0
Burbank	84.6	84.4
Burlingame	26.2	NA
Camarillo	37.7	NA
Campbell	27.1	NA
Carlsbad	35.5	NA
Carson	81.2	83.6
Cerritos	52.8	54.4
Chico	26.6	29.0
Chino	40.2	43.9
Chula Vista	83.9	88.5
Claremont	31.0	NA
Clovis	33.0	NA
Colton	27.4	NA
Compton	81.3	82.8
Concord	103.3	107.9
Corona	37.8	NA
Costa Mesa	82.3	86.4
Covina	33.8	NA
Culver City	38.1	NA
Cupertino	25.8	NA
Cypress	40.4	44.6
Daly City	78.5	82.7
Davis	36.6	38.7
Downey	82.6	82.2
El Cajon	73.9	77.7
El Monte	79.5	83.0
Escondido	62.5	69.8
Fairfield	58.1	63.9
Fontana	37.1	NA
Fountain Valley	55.1	55.0
Fremont	131.9	137.4
Fresno	218.2	248.5
Fullerton	102.0	108.1
Gardena	45.2	46.6
Garden Grove	123.4	127.0
Glendale	139.1	142.0
Glendora	38.7	NA
Hawthorne	56.4	57.8
Hayward	94.2	95.9
Huntington Beach	170.5	186.3
Huntington Park	46.2	47.3
Inglewood	94.2	96.2
Irvine	62.1	70.6
LaHabra	45.2	47.0
Lakewood	74.7	73.4
LaMesa	50.3	54.5
LaMirada	41.0	41.0
Lancaster	48.0	49.3
LaPuente	30.9	NA
Livermore	48.3	49.5
Lodi	35.2	37.2

Key county of Southern California

Riverside County

FACTS!

Riverside County — a $3.5 billion market!

- 67,277 population increase — $3.4% annual
- 19,477 new single family units okayed
- 629 additional retail stores
- 113 new industrial plants built

ALL IN THREE YEARS!

FACT!

Riverside County — welcomes industry! "It is the intent of the Board of Supervisors to: (1) promote and attract industrial and manufacturing activities which will provide jobs to local residents and strengthen the county's economic base; (2) provide the necessary improvements to support industrial growth; (3) insure that new industry is compatible with uses on adjacent lands, and protect industrial areas from encroachment by incompatible uses, that may jeopardize industry."

FACTS!

Riverside County — exclusive data service!

- Unpublished data — 19 cities + county
- Taxable sales per store/10 categories
- Taxable sales per household/80-81-82
- Bldg. pmts. — residential — commercial — industrial — $ billion plus in '83
- 22 Community Economic Profiles!

Get the Key Facts!

COUNTY OF RIVERSIDE
DEPARTMENT OF
DEVELOPMENT
Agriculture • Industry • Tourism
3470 Twelfth Street • P.O. Box 1180
RIVERSIDE, CALIFORNIA 92502
Area Code 714 787-2035

☐ Please send me the key facts.
☐ Mail more information.
☐ Phone me to arrange a personal visit.

Fill in the following or attach your card.

Name ____________
Position ____________
Company ____________
Telephone ____________
Address ____________
State ______ Zip Code ____

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IN CALIFORNIA
IT'S
KINGS INDUSTRIAL PARK

THE BEST
INDUSTRIAL PARK
FOR THE MONEY
IN THE WEST

Consider:

- ★ Location
  Midway between Los Angeles and San Francisco
- ★ Transportation
  Santa Fe Railroad, main line
  Overnight delivery to Los Angeles and San Francisco by 30 motor carriers.
- ★ Labor
  300,000 population within 30 mile radius
  Top productivity from stable labor force, unemployment rate exceeds 10%.
- ★ Utilities
  Water, sewer, gas, power installed especially for industrial users.
- ★ E.I.R.
  None required when established Performance Standards are met.
- ★ Price
  $20,000 per acre. Other developed land as low as $5,000 per acre.

Let us tell you more. Write or call:

Donald C. Barnett, C.I.D.
Executive Director
Kings County
Economic Development
Commission
P.O. Box 360
Hanford, California 93232-0360
(209) 582-4326

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Lompoc	26.3	27.9
Long Beach	361.3	365.1
Los Altos	25.8	NA
Los Angeles	2,966.8	3,033.6
Los Gatos	26.6	NA
Lynwood	48.5	50.5
Manhattan Beach	31.5	NA
Menlo Park	25.7	NA
Merced	36.5	NA
Milpitas	37.8	NA
Modesto	106.1	118.2
Monrovia	30.5	NA
Montebello	52.9	53.8
Monterey	27.6	28.9
Monterey Park	54.3	56.3
Mountain View	58.7	60.3
Napa	50.9	55.0
National City	48.8	52.4
Newark	32.1	NA
Newport Beach	63.5	67.2
Norwalk	85.2	84.8
Novato	43.9	44.9
Oakland	339.3	340.0
Oceanside	76.7	86.4
Ontario	88.8	98.2
Orange	91.8	97.2
Oxnard	108.2	121.0
Pacifica	36.9	NA
Palm Springs	32.3	36.0
Palo Alto	55.2	54.8
Paramount	36.4	NA
Pasadena	119.4	120.9
Petaluma	33.8	36.8
Pittsburg	33.0	NA
Placentia	35.0	NA
Pleasant Hill	25.1	NA
Pleasanton	35.2	NA
Pico Rivera	53.5	53.9
Pomona	92.7	98.8
Rancho Cucamonga	55.3	60.3
Rancho Palos Verdes	35.2	NA
Redding	42.0	46.5
Redlands	43.6	47.6
Redondo Beach	57.1	57.9
Redwood City	55.0	55.3
Rialto	35.6	NA
Richmond	74.7	74.8
Riverside	170.9	176.4
Rosemead	42.6	43.4
Sacramento	275.7	287.6
Salinas	80.5	85.0
San Bernardino	118.1	123.4
San Bruno	35.4	NA
San Clemente	27.3	NA
San Diego	875.5	925.6
San Francisco	679.0	671.5
San Gabriel	30.1	NA
San Jose	636.6	675.0
San Leandro	64.0	63.5
San Luis Obispo	34.3	NA
San Mateo	77.6	77.8
San Rafael	44.7	45.8
Santa Ana	203.7	220.6
Santa Barbara	74.5	76.4
Santa Clara	87.7	87.4
Santa Cruz	41.5	44.4
Santa Maria	39.7	42.2
Santa Monica	88.3	89.3
Santa Rosa	83.2	94.1
Saratoga	29.3	NA
Seal Beach	26.0	NA
Seaside	36.6	36.6
Simi Valley	77.5	82.7
South Gate	66.8	70.3
South San Francisco	49.4	50.5
Stockton	149.8	161.3
Sunnyvale	106.6	108.9
Temple City	29.0	NA
Thousand Oaks	77.8	88.2
Torrance	131.5	129.9
Turlock	26.3	29.2
Tustin	32.1	NA
Upland	47.6	50.0
Union City	39.4	NA
Vacaville	43.4	48.3
Vallejo	80.2	86.3
Ventura	74.5	80.2
Visalia	49.7	56.5
Vista	35.8	NA
Walnut Creek	53.6	56.8
West Covina	80.1	87.9
Westminster	71.1	73.4
Whittier	68.9	69.6
Woodland	30.2	31.9
Yorba Linda	28.3	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
*Anaheim—Santa Ana	1,931.6	2,089.6
Bakersfield	403.1	431.0
Chico	143.9	156.9
Fresno	515.0	549.8
Los Angeles—Long Beach	7,477.7	7,642.9
Modesto	265.9	289.3
*Oxnard—Ventura	529.9	578.1
Redding	115.7	127.8
*Riverside—San Bernardino	1,557.1	1,705.5
Sacramento	1,014.0	1,185.9
Salinas—Seaside—Monterey	290.4	309.3
San Diego	1,861.8	1,996.4
San Francisco—Oakland	3,252.7	3,313.0
San Jose	1,295.1	1,371.3
Santa Barbara—Santa Maria—Lompoc	298.7	310.8
Santa Cruz	188.1	208.1
*Santa Rosa—Petaluma	299.8	329.7
Stockton	347.3	369.8
Vallejo—Fairfield—Napa	334.4	363.7
Visalia—Tulare—Porterville	245.8	265.7
Yuba City	102.0	107.5

*SMSA renamed in federal government's latest revisions.

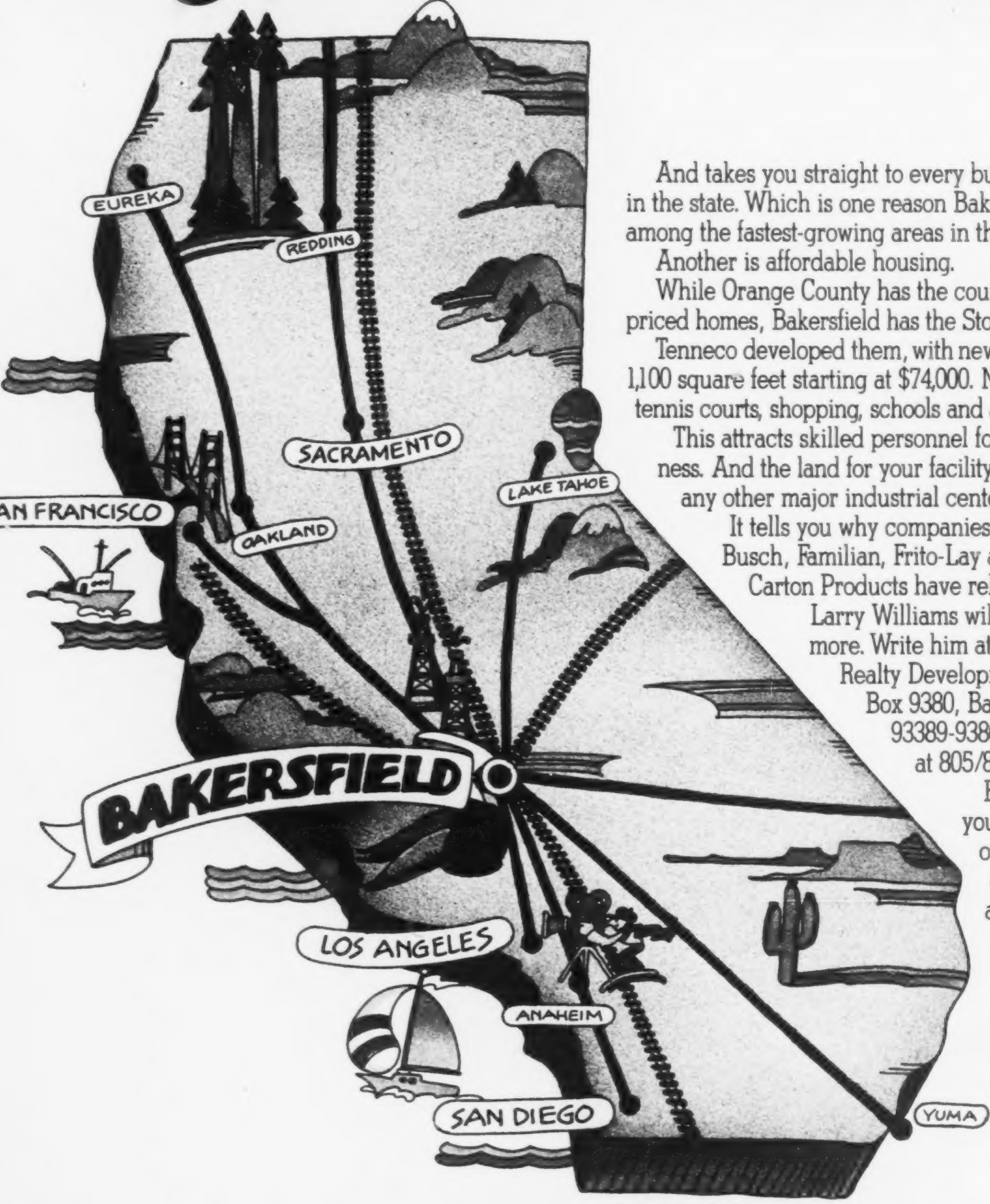
Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
CALIFORNIA	1,928.0	40.3	9.60
Anaheim—Santa Ana—Garden Grove	211.5	NA	NA
Bakersfield	9.6	NA	NA
Fresno	24.0	NA	NA
Los Angeles—Long Beach	849.6	NA	NA
Modesto	23.9	NA	NA
Oxnard—Simi Valley—Ventura	26.2	NA	NA

In California, the road to corporate success begins in Bakersfield.



And takes you straight to every business center in the state. Which is one reason Bakersfield is among the fastest-growing areas in the west.

Another is affordable housing.

While Orange County has the country's highest-priced homes, Bakersfield has the Stockdale villages.

Tenneco developed them, with new homes of over 1,100 square feet starting at $74,000. Near parks, tennis courts, shopping, schools and a state college.

This attracts skilled personnel for your business. And the land for your facility costs less than any other major industrial center in the state.

It tells you why companies like Anheuser-Busch, Familian, Frito-Lay and Manville Carton Products have relocated here.

Larry Williams will tell you more. Write him at Tenneco Realty Development Corp., Box 9380, Bakersfield, CA 93389-9380. Or call him at 805/835-6039.

Because when you're mapping out corporate growth, there's a shortcut.

Bakersfield's Stockdale.

STOCKDALE

A Tenneco Community

Circle 115 on Brochure Service Card

No Tax Gimmicks

Profit is the Game in Santa Maria

Tax gimmicks and subsidized Revenue Bonds may be alright for some communities, but not for Santa Maria, California.

PROFIT is the only thing we're interested in for our industries. We have a proven record of getting new industries into a profit making mode faster than any California City!

Here's how we do it.

We stick to basic industrial development principles - marketplace, work ethic labor, excellent community attitude, good distribution system, reliable utilities, low crime rate, good schools, affordable housing, cultural activities and climate.

Santa Maria gets new industries into production by "fast tracking" job producing facilities. By getting a plant into operation a month ahead of schedule means a whole month's profit. Figure it out...how many tax gimmicks would equal a month's profit? It costs the taxpayer NOTHING, and you won't have to subsidize the next industry moving to Santa Maria. We really believe the free enterprise system works best. The major firms here will testify to that.

For more information, call Jim Hays, Executive Director.

SANTA MARIA VALLEY DEVELOPERS, INCORPORATED

DEPT. B
428E S. BROADWAY
SANTA MARIA,
CALIFORNIA 93454
805-922-7737

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Riverside—San Bernardino—Ontario	58.2	NA	NA
Sacramento	29.4	NA	NA
Salinas—Seaside—Monterey	9.7	NA	NA
San Diego	107.0	NA	NA
San Francisco—Oakland	181.1	NA	NA
San Jose	255.4	NA	NA
Santa Barbara—Santa Maria/Lompoc	19.6	NA	NA
Santa Rosa	15.8	NA	NA
Stockton	23.4	NA	NA
Vallejo—Fairfield—Napa	11.2	NA	NA

*Preliminary figures
NA = not available

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
CALIFORNIA	12,358.0	1,025.8	8.3
Anaheim—Santa Ana—Garden Grove	1,198.7	66.4	5.5
Bakersfield	216.5	24.3	11.2
Fresno	340.1	30.0	8.8
Los Angeles—Long Beach	3,779.0	356.0	9.4
Modesto	145.2	17.4	12.0
Oxnard—Simi Valley—Ventura	267.9	24.7	9.2
Riverside—San Bernardino—Ontario	640.7	61.7	9.6
Sacramento	525.6	42.4	8.1
Salinas—Seaside—Monterey	150.7	12.7	8.4
San Diego	851.7	59.6	7.0
San Francisco—Oakland	1,769.8	120.1	6.8
San Jose	836.0	51.1	6.1
Santa Barbara—Santa Maria—Lompoc	164.9	10.0	6.0
Santa Rosa	152.6	10.1	6.6
Stockton	189.8	20.0	10.5
Vallejo—Fairfield—Napa	144.7	12.3	8.5

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Development Dept., 7060 Franklin Blvd., Suite 1100, Sacramento, 95822, 916/322-8883

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	9,825.4	. . . .	. . . .
MANUFACTURING	1,928.4	39.2	9.24
DURABLE GOODS	1,305.3	39.6	9.60
Lumber and Wood Products—**SIC 24**	44.5	38.2	8.96
Furniture and Fixtures—**SIC 25**	49.3	38.9	6.88
Stone, Clay, and Glass Products—**SIC 32**	49.8	39.1	10.07
Primary Metal Industries—**SIC 33**	47.4	39.9	10.26
Fabricated Metal Products—**SIC 34**	137.2	39.5	9.32
Machinery, Except Electrical—**SIC 35**	224.5	39.8	9.65
Electric & Electronic Equipment—**SIC 36**	342.9	39.6	8.97
Transportation Equipment—**SIC 37**	263.4	40.3	11.58
Instruments and Related Products—**SIC 38**	101.9	39.7	10.02
Misc. Manufacturing Industries—**SIC 39**	44.4	39.1	6.36
NONDURABLE GOODS	623.2	38.5	8.57
Food and Kindred Products—**SIC 20**	180.6	38.7	9.35
Textile Mill Products—**SIC 22**	12.1	40.4	6.11
Apparel and Other Textile Products—**SIC 23**	102.8	36.4	5.40
Paper and Allied Products—**SIC 26**	36.6	40.1	10.40
Printing and Publishing—**SIC 27**	124.6	37.2	10.31
Chemicals and Allied Products—**SIC 28**	64.3	39.8	9.68
Petroleum and Coal Products—**SIC 29**	31.8	43.0	12.88
Rubber and Plastics Products, NEC—**SIC 30**	59.9	39.7	7.03
Leather and Leather Products—**SIC 31**	10.5	37.4	5.69

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Alameda 1, 2, 3 (Oakland)
Alhambra 2 (Burbank)
Anaheim 1, 2, 3 (Orange County)
Antioch 1, 2 (Oakland)
Arcadia 1 (Burbank)
Azusa 1, 2 (Ontario)
Bakersfield 1, 2, 27, 36, 51, 53, 55, 64
Baldwin Park 2 (Ontario)
Bell 1, 2, 3 (Los Angeles)
Bell Gardens (Los Angeles)
Bellflower 2 (Long Beach)
Berkeley 1, 2 (Oakland)
Beverly Hills (Los Angeles)
Brea 2 (Orange County)
Buena Park 1, 2 (Orange County)
Burbank 2, 12, 14 to 17, 19, 27, 54, 58, 64
Burlingame 2 (San Francisco)
Camarillo 2 (Oxnard)
Campbell 2 (San Jose)
Carlsbad 1, 36
Carson 1, 2, 3 (Long Beach)
Cerritos (Long Beach)
Chico 2, 53, 55, 73
Chino 2 (Ontario)
Chula Vista (San Diego)

When you settle your company in Rancho California, you'll settle for less.

Less pollution, less congestion, less trouble. And less money.

Because even though Rancho California is 97,500 acres of the kind of land that lured generations of settlers West – with clean air, crystalline lakes, oak-studded hills and lots of sunshine – the low price of land just might unsettle you.

Space in our 840-acre Industrial Park averages two-thirds less than most properties in Los Angeles, San Diego and Orange Counties.

And the cost of housing averages 30% less.

With 70,000 homes for sale, under construction or in planning, you and your employees will settle right into the best of Southern California living. With championship golf courses, tennis courts and miles of riding trails minutes away. Plus excellent schools and shopping centers.

In fact, Rancho California has already captured the hearts of over 100 companies who've established territory here. But a magnificent, affordable environment wasn't the only thing that sold them.

Rancho California is also strategically located midway between San Diego and Los Angeles to serve the largest Western market for consumer and industrial goods. Interstate 15, the major inland transportation corridor, runs right smackdab through the center of our industrial parks.

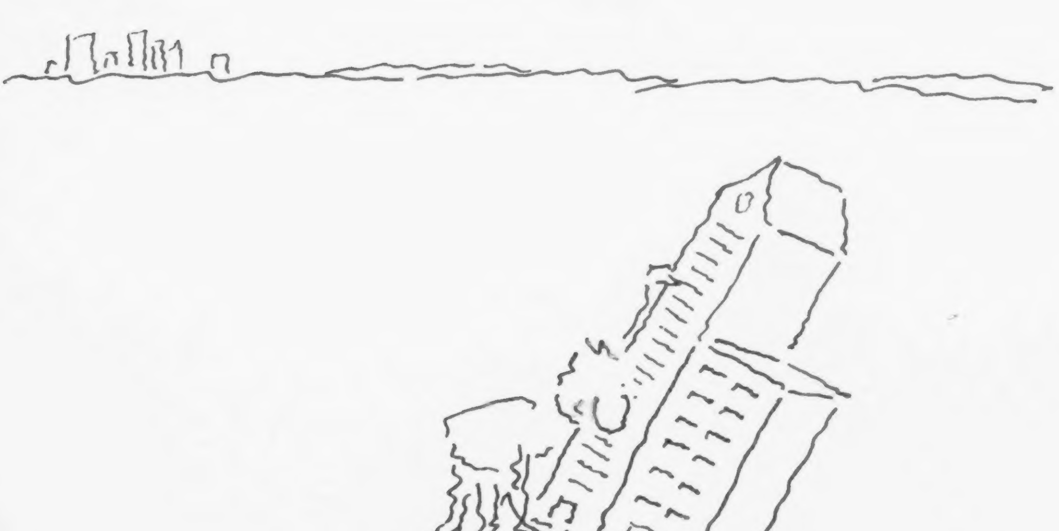
Not to mention the labor force of 392,000 skilled, productive people living within 40 minutes of our business center.

So who said the West was already won? Rancho California and Kaiser Aluminum & Chemical Corporation, our proud parent, are opening up a whole new frontier. Call 714-676-5641 or fill out the coupon. Our brochure will fill you in.

"I want to settle for less! Please send your brochure."
Kaiser Development Company. 27405 Ynez Road/
Temecula, Rancho California, CA 92390.

NAME ______ TITLE ______
COMPANY ______
ADDRESS ______
CITY ______ ZIP ______

RANCHO CALIFORNIA
PL 84 Opening The New Frontier



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SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Anaheim-Santa Ana-Garden Grove 10/83	Los Angeles-Long Beach 10/82	Fresno 6/83	San Diego 11/82	San Francisco Oakland 3/83	San Jose 3/83	Sacramento 12/82	Oxnard-Simi Valley-Ventura 6/82**
Office, professional & technical								
Clerks, payroll	7.25	7.75	6.95	6.89	8.44	7.66	7.51	7.32
Secretaries	9.60	9.59	8.37	8.41	9.38	9.30	8.60	8.72
Stenographers	NA	8.67(b)	NA	6.93*	NA	9.44(a)	8.76(a)	7.76
Switchbd opr-receptionists	6.11	6.10	5.58	5.74	6.79	6.44	6.38	5.61
Drafters V	12.63	12.81	8.35(d)	12.00	13.60	11.83	10.06(d)	10.11
Electronics technicians	11.57	10.75	NA	8.84	11.05	9.90	12.18	10.23
Computer operators	9.21	9.05	8.25	8.63	9.12	9.70	8.00*	8.20
Computer programmers (business)	12.45	12.88	12.43	12.43	12.88	12.89	10.51(a)	11.64
Maintenance & powerplant (men)								
Carpenters	13.16	12.19	NA	11.19(a)	13.95(a)	13.10	11.93	NA
Electricians	14.14	13.34	10.94	12.38	13.23	13.69	12.61	12.17
Engineers, stationary	13.66	13.42	NA	NA	13.47	NA	12.63	12.17
Machinists	12.96	13.90	11.77	11.31	14.68	NA	13.21	NA
Mechanics (machinery)	11.26	11.81	10.84	12.11	12.99	12.52	12.34	10.36
Tool & die makers	12.63	13.40	NA	12.57	15.93	14.94	13.94	12.31
Custodial & material movement (men)								
Guards and watchmen	9.13	9.82	NA	8.43	9.49	9.91	9.26	4.23
Janitors, porters & cleaners	7.97	7.38	6.81	7.14	9.75	8.26*	7.89	6.42
Laborers, mat'l handling	6.64	5.06	6.52	5.87(a)	9.79	NA	9.12	NA
Shipping & receiving clerks	7.35	8.24	7.37	6.76	9.26	6.91	9.41(a)	NA
Truckdrivers	11.33	10.33	10.07	11.31	12.88	12.60*	9.96	7.81
Forklift operators	9.25	7.78	7.74	9.84	10.54	9.60(a)	8.53	6.62

* Computed from available statistics

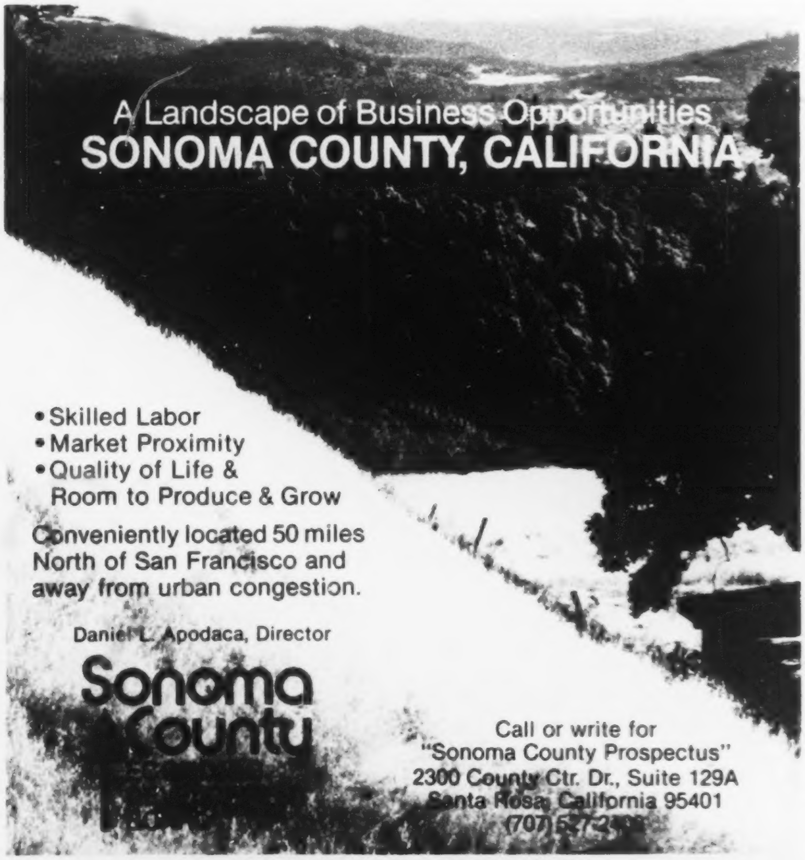
**Office & plant workers men & women combined

(a) Mfg. & non-mfg.

(b) Non-mfg.

(c) Men & Women

(d) Drafters, no class distinction


A Landscape of Business Opportunities
SONOMA COUNTY, CALIFORNIA

- Skilled Labor
- Market Proximity
- Quality of Life & Room to Produce & Grow

Conveniently located 50 miles North of San Francisco and away from urban congestion.

Daniel L. Apodaca, Director

Sonoma County

Call or write for
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2300 County Ctr. Dr., Suite 129A
Santa Rosa, California 95401
(707) 527-2[illegible]

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Claremont 1, 2 (Ontario)
Clovis 2 (Fresno)
Colton 1, 2, 3 (Riverside)
Compton 2 (Long Beach)
Concord 2 (Oakland)
Corona 1 (Riverside)
Costa Mesa 2 (Orange County)
Covina 2 (Ontario)
Culver City 2 (Los Angeles)
Cupertino (San Jose)
Cypress 2 (Long Beach)
Daly City (San Francisco)
Davis 2 (Sacramento)
Downey 2 (Long Beach)
El Cajon (San Diego)
El Monte 2 (Ontario)
Escondido 1 (Carlsbad)
Fairfield (Oakland)
Fontana 1, 2 (Ontario)
Fountain Valley (Orange County)
Fremont 3 (San Jose)
Fresno 1, 2, 29, 35, 37, 50, 53 to 55, 58, 69, 73, 74
Fullerton 1, 2, 3, 16 (Ontario)
Garden Grove 2 (Long Beach)
Gardena 2 (Los Angeles)
Glendale 2, 3 (Burbank)
Glendora 1 (Ontario)
Hawthorne 1, 2 (Los Angeles)
Hayward 2, 3 (Oakland)
Huntington Beach (Orange County)
Huntington Park 1, 2, 3 (Los Angeles)
Inglewood 1 (Los Angeles)
Irvine 1 (Orange County)
La Habra 2, 3 (Long Beach)
La Mesa (San Diego)
La Mirada 1, 2 (Long Beach)
La Puente (Burbank)
Lakewood 3 (Long Beach)

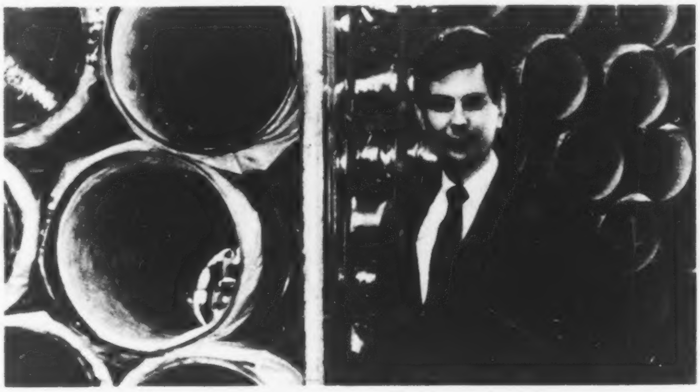
Lancaster 2, (45 through Palmdale)
Livermore 2, 3 (Oakland)
Lodi 2 (Stockton)
Lompoc 2 (Santa Maria)
Long Beach 1, 2, 3, 17, 19, 39, 54, 69
Los Altos (San Jose)
Los Angeles 1, 2, 3 to 7, 9 to 24, 26 to 38, 40 to 46, 48, 51 to 59, 61, 62, 64 to 72, 74 to 76
Los Gatos (San Jose)
Lynwood (Los Angeles)
Manhattan Beach (Los Angeles)
Menlo Park 2 (San Jose)
Merced 1, 2, 37
Milpitas 2, 3 (San Jose)
Modesto 2, 3, 37, 53, 55, 73
Monrovia 1 (Burbank)
Montebello 1, 3 (Los Angeles)
Monterey 51, 53, 55, 69, 73, 75
Monterey Park 2 (Burbank)
Mountain View 2 (San Jose)
Napa 2 (Santa Rosa)
National City 1 (San Diego)
Newark 2 (San Jose)
Newport Beach (Orange County)
Norwalk 2 (Long Beach)
Novato (Oakland)
Oakland 1, 2, 3, 8, 15, 19, 35, 50, 53, 54, 58, 60, 63, 68, 69, 76
Oceanside 1 (Carlsbad)
Ontario 2, 3, 10, 15, 17 to 19, 27, 36, 37, 45, 54, 58, 64, 65, 68, 69, 74
Orange 1, 2, (10, 15, 16, 19, 25, 29, 35 to 37, 54, 58, 74 through Orange County)
Oxnard 2, 14, 75
Pacifica (San Francisco)
Palm Springs 2, 17, 19, 29, 35, 36, 53, 55, 58, 64, 68, 74
Palo Alto 2 (San Jose)
Paramount 2, 3 (Long Beach)
Pasadena 1, 2 (Burbank)
Petaluma (Oakland)
Pico Rivera 1, 2, 3 (Los Angeles)
Pittsburg 1, 2 (Oakland)
Placentia 1 (Orange County)
Pleasant Hill (Oakland)
Pleasanton 2, 3 (Oakland)
Pomona 1, 2, 3 (Ontario)
Rancho Palos Verde (Los Angeles)
Redding 2, 8, 35, 53, 55, 69, 73
Redlands 1, 2 (Riverside)
Redondo Beach (Los Angeles)
Redwood City 2 (San Francisco)
Rialto 1, 2 (Riverside)
Richmond 1, 2 (Oakland)
Riverside 1, 2, 3, 31
Rosemead 2 (Burbank)
Sacramento 2, 3, 15, 19, 35, 50, 51, 53 to 55, 58, 69, 73 to 75
Salinas 2 (Monterey)
San Bernardino 1, 2, 3 (Riverside)
San Bruno 2 (San Francisco)
San Clemente 1 (Carlsbad)
San Diego 1, 10, 14, 19, 27, 29, 30, 32, 35, 36, 45, 47 to 49, 54, 58, 62, 64, 68 to 70, 74
San Francisco 1, 2, 3, 8, 9, 15, 17, 19, 21, 23, 26 to 28, 30, 32, 35, 37, 38, 43, 44, 48, 50 to 58, 60 to 63, 68 to 70, 73 to 76
San Gabriel 2 (Burbank)
San Jose 2, 3, 15, 17, 19, 27, 51, 53 to 55, 58, 65, 68, 69, 73 to 75, 77
San Leandro 2, 3 (Oakland)
San Luis Obispo 2, 36, 75
San Mateo 2 (San Francisco)
San Rafael (Oakland)
Santa Ana 1, 2 (Orange County)
Santa Barbara 2, 14, 29, 36, 51, 53, 55, 64, 69
Santa Clara 2 (San Jose)
Santa Cruz 2 (San Jose)
Santa Maria 64, 75
Santa Monica 2 (Los Angeles)
Santa Rosa 2, 73
Saratoga (San Jose)
Seal Beach 2 (Long Beach)
Seaside 2 (Monterey)
Simi Valley 2 (Oxnard)
South Gate 2, 3 (Los Angeles)
South San Francisco 2 (San Francisco)
Stockton 1, 2, 3, 35, 37, 53, 55
Sunnyvale 2 (San Jose)
Temple City 2 (Burbank)
Thousand Oaks (Oxnard)
Torrance 1, 2 (Los Angeles)
Turlock 2, 5 (Modesto)
Tustin 1 (Orange County)
Union City 2, 5 (Oakland)
Upland 1, 2 (Ontario)
Vacaville 2 (Sacramento)
Vallejo 2 (Oakland)
Ventura 2 (Oxnard)
Visalia 1, 2, 75
Vista 1 (Carlsbad)
Walnut Creek (Oakland)
West Covina 2 (Ontario)
Westminster 2 (Long Beach)
Whittier 2, 3 (Long Beach)
Woodland 2 (Sacramento)
Yorba Linda (Orange County)

Railroads

1. Atchison, Topeka & Santa Fe
2. Southern Pacific Lines
3. Union Pacific

Airlines

6. Aerolineas Argentinas
7. Aeromexico



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9. Air Canada
10. Air Cortez
11. Air France
12. Air LA
13. Air New Zealand
14. Air Resorts
15. Aircal
16. Airspur Helicopters
17. Alaska Airlines
18. America West
19. American
20. Avianca
21. British Airways
22. British Caledonian
23. CAAC
24. Capitol Air
25. Catalina Seaboard Airlines
26. China Airlines
27. Continental
28. CP Air
29. Dash Air
30. Delta
31. Desert Sun
32. Eastern
33. Ecuatoriana
34. Finnair
35. Frontier
36. Imperial
37. Inland Empire
38. Japan Air Lines
39. Jet America Airlines
40. KLM
41. Korean Air Lines
42. Lacsa
43. Lufthansa
44. Mexicana
45. Mojave Airlines
46. Muse Air
47. Northeastern Int'l
48. Northwest
49. Ozark
50. Pacific Cal Air
51. Pacific Coast Airlines
52. Pacific East Air
53. Pacific Express
54. Pacific Southwest
55. Pan American
56. Phillippine Airlines
57. Quantas
58. Republic
59. SAS
60. SFO Helicopter
61. Singapore Airlines
62. Southwest Airlines
63. Spirit Heliporter
64. Sun Aire Lines
65. Sunworld Int'l Airways
66. TACA
67. The Hawaii Express
68. TWA
69. United
70. USAir
71. UTA
72. Varig
73. Westair Commuter
74. Western Airlines
75. Wings West Airlines
76. World Airways
77. Zenith Int'l Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Alameda — 1e, 2g
Alhambra — 3e, 4g
Anaheim — 3e, 18e, 4g
Antioch — 2eg
Arcadia — 3e, 4g
Azusa — 3e, 16e, 4g
Bakersfield — 2eg
Baldwin Park — 3e, 4g
Bell Gardens — 3e, 4g
Bellflower — 3e, 4g
Berkeley — 2eg
Beverly Hills — 3e, 4g
Brea — 3e
Buena Park — 3e, 4g
Burbank — 6e, 4g
Burlingame — 2eg
Camarillo — 3e
Carlsbad — 7e
Carson — 3e, 4g
Cerritos — 3e
Chico — 2eg
Chino — 3e
Chula Vista — 7eg
Claremont — 3e
Clovis — 2eg
Colton — 3e, 21e
Compton — 3e, 4g
Concord — 2eg
Corona — 3e, 4g
Costa Mesa — 3e, 4g
Covina — 3e, 4g
Culver City — 3e, 4g
Cupertino — 2eg
Cypress — 3e, 4g
Daly City — 2eg
Davis — 2eg
Downey — 3e, 4g
El Cajon — 7eg
El Monte — 3e, 4g
Escondido — 7eg
Fairfield — 2eg
Fontana — 3e
Fountain Valley — 3e, 4g
Fremont — 2eg
Fresno — 2eg
Fullerton — 3e, 4g
Garden Grove — 3e, 4g
Gardena — 3e, 4g
Glendale — 8e, 4g
Glendora — 3e, 4g
Hawthorne — 3e, 4g
Hayward — 2eg
Huntington Beach — 3e, 4g
Huntington Park — 3e, 4g
Inglewood — 3e, 4g
La Habra — 3e, 4g
La Mesa — 7eg, 4g
La Mirada — 3e, 4g
La Puente — 3e, 4g
Lakewood — 3e, 4g
Lancaster — 3e, 4g
Livermore — 2eg
Lodi — 19e, 2g
Lompoc — 20e, 4g
Long Beach — 3e, 9g
Los Altos — 2eg
Los Gatos — 2eg
Los Angeles — 10e, 4g
Lynwood — 3e, 4g
Manhattan Beach — 3e, 4g
Menlo Park — 2eg
Merced — 2eg
Milpitas — 2eg
Modesto — 11e, 2g
Monrovia — 3e, 4g
Montebello — 3e, 4g
Monterey — 2eg
Monterey Park — 3e, 4g
Mountain View — 2eg
Napa — 2eg
National City — 7eg
Newark — 2eg
Newport Beach — 3e, 4g
Norwalk — 3e, 4g
Novato — 2eg
Oakland — 2eg
Oceanside — 7eg
Ontario — 3e, 4g
Orange — 3e, 4g
Oxnard — 3e, 4g
Pacifica — 2eg
Palm Springs — 3e
Palo Alto — 12eg, 2g
Paramount — 3e, 4g
Pasadena — 13e, 4g
Petaluma — 2eg
Pico Rivera — 3e, 4g
Pittsburg — 2eg
Placentia — 3e
Pleasant Hill — 2eg
Pleasanton — 2eg
Pomona — 3e, 4g
Rancho Cucamonga — 3e
Redding — 22e, 2g
Redlands — 3e, 4g
Redondo Beach — 3e, 4g
Redwood City — 2eg
Rialto — 3e, 4g
Richmond — 2eg
Riverside — 3e, 14e, 4g
Rosemead — 3e, 4g
Sacramento — 15e, 2g
Salinas — 2eg
San Bernardino — 3e, 4g
San Bruno — 2eg
San Clemente — 7e
San Diego — 7eg
San Francisco — 2eg
San Gabriel — 3e, 4g
San Jose — 2eg
San Leandro — 2eg
San Luis Obispo — 2e, 4g
San Mateo — 2eg
San Rafael — 2eg
Santa Ana — 3e, 4g
Santa Barbara — 3e, 4g
Santa Clara — 17e, 2g
Santa Cruz — 2eg
Santa Maria — 2e, 4g
Santa Monica — 3e, 4g
Santa Rosa — 2eg
Saratoga — 2eg
Seal Beach — 3e
Seaside — 2eg
Simi Valley — 4g
South Gate — 3e, 4g
South San Francisco — 2eg
Stockton — 2eg
Sunnyvale — 2eg
Temple City — 3e, 4g
Thousand Oaks — 3e, 4g
Torrance — 3e, 4g
Turlock — 23e, 2g
Tustin — 3e, 4g
Union City — 2eg
Upland — 3e, 4g
Vacaville — 2eg
Vallejo — 2eg
Ventura — 3e, 4g
Visalia — 3e, 4g
Vista — 7e
Walnut Creek — 2eg
West Covina — 3e, 4g
Westminster — 3e, 4g
Whittier — 3e, 4g
Woodland — 2g

1. Alameda Bureau of Electricity
   2000 Grand St., P.O. Drawer H
   Alameda 94501
2. Pacific Gas & Electric Co.
   77 Beale St., San Francisco 94106

3. Southern California Edison Co.
P.O. Box 800, Rosemead 91770
4. Southern California Gas Co.
810 S. Flower St., Los Angeles 90017
6. Burbank Public Service Dept.
164 W. Magnolia Blvd., Burbank 91503
7. San Diego Gas & Electric Co.
101 Ash St., San Diego 92112
8. Glendale Public Service Dept.
119 N. Glendale Ave., Glendale 91206
9. Long Beach Gas Dept.
2400 E. Spring St., Long Beach 90806
10. Los Angeles Dept. of Wt. & Pwr.
111 N. Hope St., Box 111, Los Angeles 90012
11. Modesto Irrigation Dist.
1231 11th St., Box 4060, Modesto 95352
12. Palo Alto Municipal Utilities
250 Hamilton Ave., Palo Alto 94301
13. Pasadena Water and Power Dept.
100 N. Garfield Ave., Pasadena 91109
14. Riverside Pub. Utilities
3900 Main St., Riverside 92522
15. Sacramento Municipal Utility Dist.
6201 S St., Box 15830, Sacramento 95813
16. Azusa Munic. Lt. & Power Dept.
777 N. Alameda Ave., Azusa 91702
17. Santa Clara Elec. Dept.
1500 Warburton Ave., Santa Clara 95050
18. Anaheim Public Utilities Dept.
200 S. Anaheim Blvd., Box 3222 Anaheim 92805
19. Lodi Munic. Elec. System
221 W. Pine St., Lodi 95241
20. Lompoc Electrical Utilities Dept.
100 Civic Center Pl., Lompoc 93438
21. Colton Electric Utility Dept.
650 N. La Cadena Dr., Colton 92324
22. Redding Electric Dept.
760 Parkview Ave., Redding 96001
23. Turlock Irrigation District
333 E. Canal Dr., Box 949, Turlock 95380

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Boron minerals	585	374,641
Cement		
Portland	6,500	435,000
Clays	2,617	15,048
Gem stones	NA	350
Gold (recov. cont. of ores, etc.) (troy ozs.)	W	W
Gypsum	1,418	14,264
Lime	441	26,325
Perlite	W	W
Pumice	98	1,568
Sand & gravel	97,480	328,300
Silver (recov. cont. of ores, etc.) (thou. troy ozs.)	W	W
Stone:		
Crushed	31,050	114,800
Dimension	29	1,895
Talc	W	W
Combined value of asbestos, calcium chloride, carbon dioxide, copper, diatomite, feldspar, iron ore, lead, magnesium compounds, molybdenum, peat, perlite, potassium salts, rare-earth concentrates, salt, sodium carbonate, sodium sulfate, tungsten, wollastonite, and values indicated by symbol W		366,608
Grand Total California 1982		**1,678,799**

* = thousand short tons except as noted
W = withheld to avoid disclosing company proprietary data
NA = not available

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bakersfield	48	85	2128	2347
Berkeley	50	62	2951	91
Chula Vista	53	67	2074	385
Corona	53	75	1795	1225
Culver City	57	69	1517	770
Escondido	52	73	2006	980
Fresno	46	81	2647	1769
La Mesa	55	72	1567	986
Lodi	45	74	2861	1001
Long Beach	55	73	1485	1091
Los Angeles	56	69	1595	728
Modesto	46	77	2671	1287
Napa	48	68	2749	416
Newport Beach	54	67	1954	371
Oakland	49	64	2877	174
Oxnard	55	66	2068	357
Palo Alto	48	66	2891	275
Pasadena	55	75	1550	1299
Pomoma	52	75	1972	1191
Redlands	52	78	1992	1571
Redwood City	49	68	2600	432
Riverside	53	77	1818	1471
Sacramento	45	76	2772	1198
San Bernardino	53	79	1777	1718
San Diego	57	70	1284	842
San Francisco	49	62	3161	115
San Gabriel	55	75	1532	1281
San Jose	50	69	2439	498
Santa Ana	56	72	1430	1089
Santa Barbara	54	67	1993	393
Santa Cruz	49	63	3136	95
Santa Maria	51	62	3054	76
Santa Monica	56	66	1873	438
Santa Rosa	47	67	2980	382
Stockton	45	78	2674	1032
Torrance	55	69	1719	677
Visalia	46	81	2460	1804

Industrial Development Counselors

State Development Agency

Vaughn, Jim, Acting Director
Office of Bus. & Ind. Dev.
Dept. of Econ. & Bus. Dev.
1030 13th St., Suite 200
Sacramento, 95814
916/322-5665

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Bakersfield
Williams, Larry
Tenneco Realty Dev. Corp.
Box 9380, 93389-9380
805/835-6039

Fresno
McCord, Albert, Pres.
Fresno Co. Econ. Dev. Corp.
2310 Tulare St., 93721
209/233-2564

Hanford
Barnett, Donald C., C.I.D., Exec. Dir.
Kings Cty. Econ. Dev. Cmsn.
P.O. Box 360
422G N. Douty St., 93232-0360
209/582-4326

Los Angeles
Clark, Donald E., Dir., Land & Ind. Dev.
Upland Industries Corp.
5480 Ferguson Dr., Suite 203, 90022
213/685-6555
Gescheider, John L., C.I.D., Exec. Dir.
S. CA Econ. & Job Dev. Council
404 S. Bixel St., P.O. Box 3969
90051-1696
213/629-0667

Orange
Truhill, Lucien D., C.I.D.
Pres. & CEO
Orange County Chamber of Comm.
1 City Blvd. W., 92668
714/634-2900

Rancho California
Dir. of Econ. Dev.
Rancho California
27405 Ynez/Temecula, 92390
714/676-5641

Riverside
Rogers, Joyce, Exec. Dir.
Chamber of Comm.
4261 Main St., 92501
714/683-7100
Reinhardt, Fred J., Gen. Mgr.
Cty. Dept. of Dev.
3470 Twelfth St., Box 1180, 92502
714/787-2035

San Bernardino
Coony, A. Frank, Dir. Econ. Dev.
San Bernardino Cty.
175 W. 5th St., 92415
714/383-2913

San Diego
Spalding, Ross
Mgr. Ind. Comm. Dev.
San Diego Gas & Electric Co.
101 Ash St., 92101
619/235-7766

San Francisco
Penner, C. F.
V.P. & Gen. Mgr.
Southern Pacific Ind. Dev. Co.
Pacific Gateway Bldg.
201 Mission St., 94105

San Jose
Tucker, James I., Exec. Dir. Econ. Dev.
Chamber of Comm.
1 Paseo de San Antonio, 95113
408/998-7000

San Mateo
Bostwick, Henry, Jr.
Exec. V.P. & Gen. Mgr.
San Mateo Cty. Dev. Assn., Inc.
4 W. 4th Ave., Suite 501, 94402
415/342-7278

Santa Maria
Hays, James F., C.I.D., Exec. Dir.
Santa Maria Valley Developers, Inc.
428 S. Broadway, 93454
805/922-7737

Santa Rosa
Apodaca, Daniel L., Dir.
Sonoma Cty. Econ. Dev. Bd.
2300 County Center Dr., 95401
707/527-2406

Stockton
Lange, Sylvin R., C.I.D., Exec. Dir.
San Joaquin Cty. Econ. Dev. Assn.
709 N. Center St., 2A, 95202
209/465-5931

Visalia
Graves, Edward F., Exec. Dir.
Tulare Cty. Econ. Dev. Corp.
9303 W. Airport Dr., 93277
209/732-9638

HAWAII

State Information

Financial assistance to industry:
Aid for job training

Tax rates:

Corporate income tax	5.85-6.435%
Personal income tax	2.25-11%
General excise (gross income business) tax	4%
Gasoline tax	$.085/gal.

Advanced education facilities:

Four-year colleges and universities	7
Two-year or junior colleges	7
Licensed trade, vocational and technical schools	57

Medical facilities: (Hawaii Business Directory)

Hospitals	32
Clinics	56

Labor analysis:

High school graduates	14,647 (1980-81)
Mfg. workers in unions	28%

(1980 preliminary total union and association membership as a percent of non-agricultural employment)

Source: **Hawaii Department of Planning and Economic Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
HAWAII	965.0	1,011.0
Ewa	190.0	NA
Hilo	37.0	NA
Honolulu	365.0	375.2
Koolaupoko	109.4	NA
Wahiawa	41.6	NA
Waianae	32.8	NA

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Honolulu	762.9	792.0

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
HAWAII	21.3	39.3	8.20
Honolulu	15.5	39.8	8.23

*Preliminary figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
HAWAII	454.2	28.3	6.2
Honolulu	346.5	19.9	5.7

*Preliminary figures

State Employment Security Agency

For additional labor market information: Dept. of Labor & Industrial Relations, P.O. Box 3680, Honolulu, 96811, 808/548-6468

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	401.1	....	....
MANUFACTURING	22.5	37.9	7.96
DURABLE GOODS	3.8	....	....
Stone, Clay, and Glass Products—**SIC 32**	1.2	....	....
NONDURABLE GOODS	18.7	....	....
Food and Kindred Products—**SIC 20**	11.2	38.4	7.34
Printing and Publishing—**SIC 27**	3.2	35.1	10.80

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Ewa (Honolulu)
Hilo 7, 12, 15, 23, 27
Honolulu 1 to 29
Wahiawa (Honolulu)
Waianae (Honolulu)

Airlines

1. Air Molokai-Tropic Airlines
2. Air Nauru
3. Air New Zealand
4. Air Niugini
5. Air Pacific
6. Air Tungaru
7. Aloha Airlines
8. American
9. China Airlines
10. Continental
11. CP Air
12. Hawaiian Air
13. Japan Air Lines
14. Korean Air Lines
15. Mid Pacific Airlines
16. Northwest
17. Pacific East Air
18. Pan American
19. Panorama Air
20. Philippine Airlines
21. Princeville Airways
22. Quantas
23. Royal Hawaiian
24. Singapore Airlines
25. South Pacific Island Airways
26. The Hawaii Express
27. United
28. Western Airlines
29. World Airways

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Hilo — 1e, 2g
Honolulu — 1e, 2g
Koolaupoko — 2g
Wahiawa — 2g
Waianae — 2g

1. Hawaiian Elec. Co., Inc.
   900 Richards St., Honolulu 96813
2. Gasco Inc.
   P.O. Box 3379, Honolulu 96842

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	200	15,500
Masonry	5	400
Sand & gravel	940	3,000
Stone:		
Crushed	4,100	24,200
Dimension	(1)	4
Combined value of other nonmetals		891
Grand Total Hawaii 1982		**43,995**

* = thousand short tons
1 = less than ½ unit

Environment Controls

Air & Water Pollution

State Office of Environ. Quality Control, State Health Dept., 550 Halekauwilla St., Room 301, Honolulu, 96813, 808/548-6915

U.S. Environ. Protection Agency Office, Room 1302, Prince Kuhio Federal Bldg., Honolulu, 96850, 808/546-8910

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Hilo	71	75	0	3134
Honolulu	73	80	0	4389
Kaneohe	71	77	0	3329

Industrial Development Counselors

State Development Agency

Keith, Kent M., Dir.
Dept. of Plng. & Econ. Dev.
P.O. Box 2359
Honolulu, 96804
808/548-3033

OREGON

State Information

Financial assistance to industry:

- Tax incentives
- Industrial development revenue bonds
- Port revolving loan fund
- Business development loan fund

Tax rates:

- Corporation excise tax .... 7.5% of net income
- Personal income tax 4.2-10.8%
- Personal property tax .....varies locally (Average $21.36 per $1000 of assessed value)
- Franchise and incorporation tax ....$20-$400

Advanced education facilities:

- Four-year colleges and universities 30
- Two-year or junior colleges...............13
- Vocational and business schools....80

Source: **Oregon Economic Development Department**

Environment Controls

Air & Water Pollution

Dept. of Environ. Quality, 522 SW 5th, Portland, 97204, (503) 229-5696

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
OREGON	2,632.7	2,719.0
Albany	26.5	NA
Beaverton	30.6	NA
Corvallis	41.0	42.5
Eugene	105.6	107.1
Gresham	33.0	NA
Hillsboro	27.7	NA
Medford	39.6	41.9
Portland	366.4	365.2
Salem	89.2	92.4
Springfield	41.6	41.9

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980	Estimate 1983
	—Thousands—	
Eugene— Springfield	275.2	277.9
Medford	132.5	140.4
Portland, OR— Vancouver, WA	1,242.2	1,341.1
Salem	249.9	260.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Gross for Production Workers—September 1983**

	Employment Thousands	Weekly Hours	Hourly Earnings $
OREGON	198.0	39.4'	10.02'
Eugene—Springfield	19.5	38.1	10.38
Medford	7.9	38.4	9.87
Portland	95.8	40.3	10.40
Salem	17.2	36.1	8.02

*Preliminary figures
'August 1983 figures

Unemployment

Major Market Areas—9/83*

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
OREGON	1,333.8	115.0	8.6
Eugene—Springfield	130.5	12.3	9.4
Medford	66.7	5.3	7.9
Portland	653.5	57.7	8.8
Salem	131.5	9.1	7.0

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Div., 875 N.E. Union St., Salem, 97310, 503/378-3220

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Portland, Ore.-Wash. 5/83
Office, professional & technical	
Clerks, payroll	7.84
Secretaries	8.89
Switchbd opr-recept's	6.59
Drafters V	(a)12.25
Electronics technician	10.40
Computer operators	8.34
Computer programmer (business)	10.01
Maintenance & powerplant (men)	
Carpenters	(a)13.30
Electricians	14.55
Engineers, stationary	NA
Machinists	13.77
Mechanics (machinery)	(b)12.98
Tool & die makers	(b)13.71
Custodial & material movement (men)	
Guards & watchmen	(b)8.08
Janitors, porters & cleaners	(b)7.91
Laborers, mat'l handling	NA
Shipping & receiving clerks	10.53
Truckdrivers	11.64
Forklift operators	10.39

(a) Mfg. & non-mfg. combined
(b) Men & women

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
TOTAL NONAGRICULTURAL EMPLOYMENT	960.8	. . . .	. . . .
MANUFACTURING	185.6	37.9	10.02
DURABLE GOODS	132.4	38.4	10.28
Lumber and Wood Products—SIC 24	55.5	38.2	10.58
Furniture and Fixtures—SIC 25	2.4	31.3	7.53
Stone, Clay, and Glass Products—SIC 32	3.4	. . . .	. . . .
Primary Metal Industries—SIC 33	8.0	40.0	12.18
Fabricated Metal Products—SIC 34	9.4	37.4	9.90
Machinery, Except Electrical—SIC 35	16.5	37.6	10.39
Electric & Electronic Equipment—SIC 36	10.0	. . . .	. . . .
Transportation Equipment—SIC 37	8.0	. . . .	. . . .
Instruments and Related Products—SIC 38	16.8	. . . .	. . . .
Misc. Manufacturing Industries—SIC 39	2.4	. . . .	. . . .
NONDURABLE GOODS	53.2	36.8	9.34
Food and Kindred Products—SIC 20	23.7	35.8	8.14
Textile Mill Products—SIC 22	1.8	36.8	5.42
Apparel and Other Textile Products—SIC 23	2.7	35.1	5.32
Paper and Allied Products—SIC 26	9.7	40.8	12.50
Printing and Publishing—SIC 27	10.1	34.6	10.82

Chemical and Allied Products—**SIC 28**
2.1 ....
Petroleum and Coal Products—**SIC 29**
0.5 ....
Rubber and Plastics Products, NEC—**SIC 30**
2.3 ....
Leather and Leather Products—**SIC 31**
0.3 ....

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Albany 1, 2 (Eugene)
Beaverton 1, 2 (Portland)
Corvallis 1 (Eugene)
Eugene 1, 2, 12, 13, 18, 20
Gresham (Portland)
Hillsboro 1, 2 (Portland)
Medford 1, 13, 15, 17, 20
Portland 1 to 22
Salem 1, 2, 13
Springfield 1 (Eugene)

Railroads

1. Southern Pacific Lines
2. Burlington Northern
3. Union Pacific

Airlines

4. AFS Airlines
5. Aircal
6. Alaska Airlines
7. American
8. Cascade Airways
9. Continental
10. Delta
11. Eastern
12. Frontier
13. Horizon Airlines
14. Northwest
15. Pacific Express
16. Pacific Southwest
17. Pan American
18. Republic
19. TWA
20. United
21. Western Airlines
22. Wien Air Alaska

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Albany — 3e, 2g
Beaverton — 4e, 2g
Corvallis — 3e, 2g
Eugene — 1e, 2g
Gresham — 4e, 2g
Hillsboro —4e, 2g
Medford — 3e
Portland — 3e, 4e, 2g
Salem — 4e, 2g
Springfield — 5e, 2g

1. Eugene Water and Elec. Bd.
   P.O. Box 10148, Eugene 97440
2. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland 97209
3. Pacific Power and Light Co.
   920 S.W. 6th Ave., Portland 97204
4. Portland General Electric Co.
   121 S.W. Salmon St., Portland 97204
5. Springfield Utility Board
   250 North "A" St., Box 300
   Springfield 97477

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	106	146
Gem stones	NA	700
Nickel (cont. of ore & concentrate) (short tons)	3,203	W
Sand & gravel	10,040	29,600
Stone:		
Crushed	12,500	43,800
Dimension	(1)	5
Combined values of cement, copper, diatomite, lime, pumice, talc, and values indicated by symbol W		36,212
Grand Total Oregon 1982		**110,463**

* = thousand short tons except as noted
W = withheld to avoid disclosing company proprietary data
NA = not available
1 = less than ½ unit

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Corvallis	39	66	4987	202
Eugene	40	67	4799	261
Medford	38	73	4798	645
Portland	39	68	4691	332
Salem	39	66	4974	238

Industrial Development Counselors

State Development Agency

Anderson, John, Director
Econ. Dev. Dept.
595 Cottage St. N.E.
Salem, OR, 97310
1-800/547-7842

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Klamath Falls
McIntyre Joe H., Exec. V.P.
Klamath Cty. Econ. Dev. Assn.
127 S. 6th St., 97601
503/882-9600

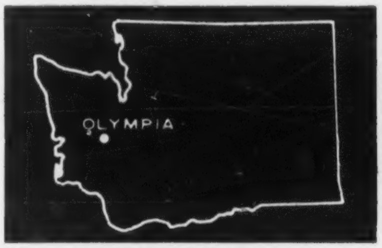
Medford
O'Neil, Brian, Dir.
Medford/Jackson Cty.
Econ. Dev. Council
304 S. Central Ave., 97501
503/772-6293

Portland
Bennett, Floyd, V.P. of Ind. Dev.
First Interstate Bank of OR
P.O. Box 3131, 97208
503/225-2200

MacGregor, John, Mgr.
Real Estate Econ. Svcs.
Port of Portland
P.O. Box 3529, 97208
503/231-5000

Growney, Louis P., Ind. Dev. Dir.
Pacific Power & Light Co.
920 S.W. 6th Ave., 97204
503/243-4698

Peterson, Steve, Dir. Econ. Dev.
Portland Dev. Cmsn.
1120 S.W. Fifth Ave.
Suite 1102, 97204
503/796-5300



WASHINGTON

State Information

Financial assistance to industry:
- Bonds for buildings
- Aid for job training
- Community Economic Revitalization Board

Tax rates:
- Personal property tax 1%
- Sales tax..6.5%
  Local 0.5-1.0%; up to 0.6% metro tax optional
- Inventory tax .... being phased out
- Equipment and machinery tax .... 1% true value
- Franchise and incorp. tax .... maximum $6,250
- Gasoline tax............................ $.16/gal.
- Business and occupation (B&O) tax of gross proceeds from sales or gross income of business ....0.484% for most business; 1.5% for services

Advanced education facilities:
- Four-year colleges and universities 22
- Two-year or junior colleges..............27
- Vocational and business training schools 5

Medical facilities:
- Hospitals 113
- Clinics..NA

Labor analysis:
- High school 12th grade students as of October 1983...........................54,697

Source: **Washington State Department of Commerce and Economic Development**

Population

Cities over 25,000

	Census 1980	Estimate 1983
	—Thousands—	
WASHINGTON	4,130.2	4,311.9
Auburn	26.4	28.4
Bellevue	73.9	75.0
Bellingham	45.8	47.4
Bremerton	36.2	36.7

Edmonds	27.5	NA
Everett	54.4	54.7
Kennewick	34.4	37.9
Longview	31.1	NA
Olympia	27.4	28.6
Renton	30.6	NA
Richland	33.6	34.4
Seattle	493.8	491.2
Spokane	171.3	173.4
Tacoma	158.5	161.6
Vancouver	42.8	43.4
Walla Walla	25.6	NA
Yakima	49.8	51.2

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 —Thousands—	Estimate 1983
Bellingham	106.7	112.4
Bremerton	146.6	159.6
Olympia	124.3	137.3
Portland, OR—Vancouver, WA	1,242.2	1,341.1
Richland—Kennewick—Pasco	144.5	159.4
*Seattle	1,606.8	1,656.1
Spokane	341.8	353.9
Tacoma	485.6	507.8
Yakima	172.5	179.3

*SMSA renamed in federal government's latest revisions.

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Gross for Production Workers—August 1983

	Employment Thousands	Weekly Hours	Hourly Earnings $
WASHINGTON	278.1	38.7	11.45

Unemployment

*Major Market Areas—9/83**

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
WASHINGTON	2,056.5	194.9	9.5

*Preliminary figures

State Employment Security Agency

For additional labor market information: Employment Security Dept., 212 Maple Park, Olympia, 98504, 206/753-5243

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Seattle Everett 12/82	Tacoma 1/83
Office, professional & technical		
Clerks, payroll	6.95	NA
Secretaries	*10.57	7.53
Stenographers	NA	NA
Switchbd opr-recept's	5.29	NA
Drafters V	(b)11.26	12.13
Electronics technicians	(c)12.49	11.92
Computer operators	*9.14	7.75
Computer programmer (business)	10.21	NA
Maintenance & powerplant (men)		
Carpenters	12.75	13.19
Electricians	13.39	13.01
Engineers, stationary	12.94	11.81
Machinists	13.31	13.57
Mechanics (machinery)	12.92	12.09
Custodial & material movement (men)		
Guards & watchmen	9.44	4.75
Janitors, porters & cleaners	*10.15	6.04
Laborers, mat'l handling	NA	8.01
Shipping & rec. clerks	10.53	NA
Truckdrivers	11.87	12.99
Forklift operators	11.01	11.27

*Computed from available statistics

(a) Office & plant workers men & women combined

(b) Nonmanufacturing

(c) Mfg. & non-mfg. combined

Industrial Mix—1982

	Employment Thousands	Weekly Hours	Hourly Earnings $
*TOTAL NONAGRICULTURAL EMPLOYMENT	1,569.2	....	....
*MANUFACTURING	289.9	38.5	11.23
DURABLE GOODS	216.2	39.4	10.80
*Lumber and Wood Products—**SIC 24**	39.0	36.4	11.17
Furniture and Fixtures—**SIC 25**	3.1	35.3	8.95
Stone, Clay, and Glass Products—**SIC 32**	6.5	38.8	11.31
Fabricated Metal Products—**SIC 34**	11.6	39.0	10.72
Machinery, Except Electrical—**SIC 35**	15.1	38.8	9.60
Electric & Electronic Equipment—**SIC 36**	10.5	38.5	7.56
*Transportation Equipment—**SIC 37**	93.1	40.9	12.94
NONDURABLE GOODS	85.7	37.3	9.55
*Food and Kindred Products—**SIC 20**	31.6	37.4	9.25
Apparel and Other Textile Products—**SIC 23**	5.7	36.5	5.19
Paper and Allied Products—**SIC 26**	17.2	38.9	11.94
Printing and Publishing—**SIC 27**	15.8	35.9	10.60
*Chemicals and Allied Products—**SIC 28**	9.5	41.3	11.60
Petroleum and Coal Products—**SIC 29**	2.2	40.5	11.95

*1982 figures

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Auburn 2, 3 (Seattle)
Bellevue 3 (Seattle)
Bellingham 3, 26
Bremerton 3 (Seattle)
Edmonds 3 (Seattle)
Everett 3 (Seattle)
Kennewick 2, 3 (10, 15, 17, 31 through Pasco)
Longview 2, 3 (Portland, OR)
Olympia 2, 3 (Seattle)
Renton 3 (Seattle)
Richland 2, 3, (10, 15, 17, 31 through Pasco)
Seattle 1 to 32
Spokane 2, 3, 6, 10, 15, 17, 20, 22, 30, 31
Tacoma 2, 3 (Seattle)
Vancouver 2, 3 (Portland, OR)
Walla Walla 2, 3, 10
Yakima 2, 3, 10, 17

Railroads

1. Milwaukee Road
2. Union Pacific
3. Burlington Northern
4. Canadian Pacific

Airlines

5. Aircal
6. Alaska Airlines
7. American
8. British Airways
9. Burlington Aeroplane
10. Cascade Airways
11. Continental
12. Delta
13. Eastern
14. Finnair
15. Frontier
16. Harbor Airlines
17. Horizon Airlines
18. Japan Air Lines
19. Mexicana
20. Northwest
21. Pacific East Air
22. Pacific Southwest
23. Pacific Western
24. Pan American
25. Republic
26. San Juan Airlines
27. SAS
28. Thai Airways Int'l
29. TWA
30. United
31. Western Airlines
32. Wien Air Alaska

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Auburn — 1e, 4g, 13g
Bellevue — 1e, 4g
Bellingham — 1e, 2g
Bremerton — 1e, 2g
Edmonds — 3e
Everett — 3e, 4g
Kennewick — 11e, 2g
Longview — 12e, 2g
Olympia — 1e, 4g
Renton — 1e
Richland — 14e, 2g
Seattle — 5e, 4g
Spokane — 6eg
Tacoma — 7e, 4g
Vancouver — 8e, 9g
Walla Walla — 10e, 2g
Yakima — 10e, 2g

1. Puget Sound Power and Light Co.
   Puget Power Bldg., Bellevue 98009
2. Cascade Nat. Gas. Corp.
   222 Fairview Ave. N., Seattle 98109

3. P.U.D. No. 1, Snohomish County
   Box 1107, Everett 98206
4. Washington Natural Gas Co.
   815 Mercer St., Seattle 98109
5. Seattle City Light
   1015 Third Ave., Seattle 98104
6. Washington Water Power Co.
   1411 E. Mission Ave., Spokane 99202
7. Tacoma Pub. Utilities, Light Div.
   Box 11007, Tacoma 98411
8. P.U.D. No. 1, Clark County
   1200 Ft. Vancouver, Vancouver 98668
9. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland, OR 97209
10. Pacific Power and Light Co.
    920 S.W. 6th Ave., Portland, OR 97204
11. P.U.D. No. 1, Benton County
    Box 6270, Kennewick 99336
12. P.U.D. No. 1, Cowlitz County
    960 Commerce Ave., Longview 98632
13. Enumclaw Gas Dept.
    1339 Griffin Ave., Enumclaw 98022
14. Richland Energy Services Dept.
    P.O. Box 190, Richland 99352

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	W	W
Portland	1,200	79,000
Clays (excl. fire clay)	268	1,102
Gem stones	NA	200
Sand & gravel	16,901	46,770
Silver (thou. troy ozs.)	W	W
Stone:		
Crushed	7,900	23,700
Dimension	14	2,375
Combined value of clays (fire clay), copper, diatomite, gold, gypsum, lime, olivine, peat, talc, tungsten, and values indicated by symbol W		29,483
Grand Total Washington 1982		**182,630**

* = thousand short tons except as noted
NA = not available
W = withheld to avoid disclosing company proprietary data

Environment Controls

Air & Water Pollution

Dept. of Ecology, Olympia, 98504, 206/459-6000

Climate

Mean Temperature & Annual Degree Day Normals—1951-80

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bellingham	37	62	5638	57
Everett	38	63	5352	76
Longview	39	64	5059	139
Seattle	41	65	4681	200
Spokane	26	70	6882	411
Tacoma	40	65	4796	158
Vancouver	38	66	5026	269
Yakima	28	70	6031	484

Industrial Development Counselors

State Development Agency

Schrock, Richard T., Dir.
Washington State Dept. of Comm. and Econ. Dev., Gen. Admin. Bldg.
Olympia, 98504
206/753-5630

Railroad, Motor & Water Carriers

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Seattle

Fleming, George T., Econ. Dev. Mgr.
Pacific NW Bell Telephone Co.
1600 Bell Plaza, Rm. 1804, 98191
206/345-5210

Givens, Denney, C.I.D.
Public Affairs Consult.
Econ. Dev. Council of Puget Sound
1218 3rd Ave.
1900 Seattle Tower, 98101
206/622-2730

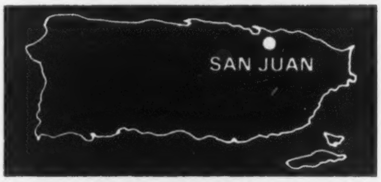
Spokane

Ahrens, Richard G., Area Dev. Admin.
Washington Water Power Co.
Box 3727, 99220
509/489-0500 Ext. 2255

Tacoma

Brackett, Gary D., Mgr.
Bus./Ind. Council
Tacoma Pierce Cty. Chamber of Comm.
P.O. Box 1933, 98401
206/627-2175

U.S. TERRITORY



PUERTO RICO

State Information

Financial assistance to industry:

Manufacturers can negotiate for incentives involving employee training, transportation and installation of equipment and machinery and rental costs. Incentives are based on industry and location requirements.

Industrial parks and standard buildings are constructed in advance of demand, and facilities are built to specifications under turn-key contracts. Standard rentals are $1.25 to $3.15 per square ft.

Tax Rates:

P.R. has a unique status under U.S. tax codes. Qualifying companies receive 100% credit against federal taxes on corporate income, even after these funds are repatriated.

State tax incentives on corporate income and real estate personal property begin at 90% exemption and scale downward at five-year intervals for up to 25 years, depending on the location. Municipal taxes and fees are 100% eliminated for this period.

Advanced education facilities:
Universities 6
Regional (community) colleges........15
Vocational schools 14
Technical institutes 4
Advanced program electronic schools 2
(Public and private fund support for masters degrees given to industrial students)

Source: **Economic Development Administration of Puerto Rico**

Population

Municipalities of Puerto Rico

	Census 1970	Census 1980
Puerto Rico	2,712,033	3,196,520
Aguada	25,658	31,567
Aguadilla	51,355	54,606
Arecibo	73,468	86,766
Bayamón	156,192	196,206
Caguas	95,661	117,959
Canovanas	NA	31,880
Carolina	107,643	165,954
Cataño	26,459	26,243
Cayey	38,432	41,099
Cidra	23,892	28,365
Coamo	26,468	30,822
Corozal	24,545	28,221
Dorado	17,388	25,511
Fajardo	23,032	32,087
Guaynabo	67,042	80,742
Guayama	36,249	40,183
Humacao	36,023	46,134
Juana Diaz	36,270	43,505
Juncos	21,814	25,397
Lares	25,263	26,743
Mayaguez	85,857	96,193
Manati	30,559	36,562
Moca	22,361	29,185
Ponce	158,981	189,046
Rio Grande	22,032	34,283
Salinas	21,837	26,438
San German	27,990	32,922
San Juan	463,242	434,849
San Lorenzo	27,755	32,428
San Sebastian	30,157	35,690
Toa Alta	18,964	31,910
Toa Baja	46,384	78,246
Trujillo Alto	30,669	51,389
Utuado	35,494	34,505
Vega Atta	22,810	28,696
Vega Baja	35,327	47,115
Yabucoa	30,165	31,425
Yauco	35,103	37,742

NA = not available

Standard Metropolitan Statistical Areas—SMSA's

	Census 1980 —Thousands—
Arecibo	140.6
Caguas	174.0
Mayaguez	133.5
Ponce	253.3
San Juan	1086.4

Unemployment

	1982 Unemployment Per Cent
Total of workforce unemployed	21.8

$1,000,000 net profit. $26,115 in corporate taxes. Where?

WHAT TAX RATE WOULD YOUR COMPANY GET? COMPARE YOUR OWN PROJECTION WITH THIS TYPICAL HYPOTHETICAL EXAMPLE SHOWING AN EFFECTIVE TAX RATE OF 2.5%

Sales		$5,000,000
Profit before tax		500,000
Production worker payroll	$500,000	
5% Payroll deduction	(25,000)	−25,000
Adjusted Taxable Income		$475,000

ANNUAL INCOME TAX CALCULATION BY PERIOD

Years **% Tax Exempt**	**1-5** **90%**	**6-10** **75%**	**11-15** **65%**	**16-20** **55%**
% Taxable Income	10%	25%	35%	45%
Taxable Income	$47,500	118,750	166,250	213,750
Calculated Tax	$12,475	36,438	56,075	76,163
Effective Tax Rate	**2.50%**	**7.29%**	**11.22%**	**15.23%**

*Tax exemption duration depends upon zone in which firm is located. The U.S. Internal Revenue Code Section 936 lets you bring current profits home without U.S. taxes. However, a Puerto Rican tollgate tax of between 5% and 10%, depending on the conditions under which funds are repatriated, will be levied.

© 1983 Puerto Rico Economic Development Administration

In Puerto Rico, U.S.A.

Build or lease your next plant where the effective tax rate range is 2.4 to 4.5*%.

Over 100 of the FORTUNE 500 companies have subsidiaries in Puerto Rico. They pay no Federal taxes on earnings here.

There are also exemptions beginning at 90% from all local and state taxes on corporate earnings, real estate, personal property, and municipal taxes.*

In addition, you could receive a 5% payroll double deduction that rewards high wage/high employment operations. (This deduction is in the $26,115 tax figure featured above.) Or as an alternative, if your profits are less than $500,000 a year, you would be allowed 100% exemption on the first $100,000 of your net. Best of all, you can repatriate your profits anytime, subject to a nominal tollgate tax.

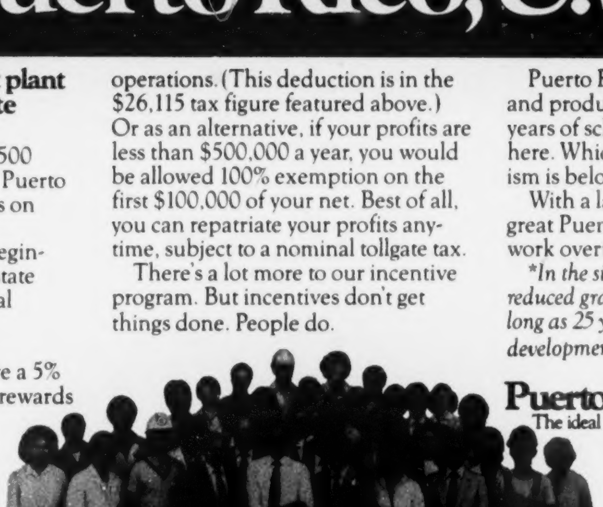
There's a lot more to our incentive program. But incentives don't get things done. People do.

Puerto Rico's work force is skilled and productive. They average 12+ years of schooling. Jobs are precious here. Which is perhaps why absenteeism is below mainland norms.

With a labor force like this, our great Puerto Rico business incentives work overtime for you.

**In the sixth year, exemptions are reduced gradually, but they can last as long as 25 years, depending on the development zone you choose.*

Puerto Rico, U.S.A.
The ideal second home for American business.



We get things done.

For more information: write us on your company letterhead. Puerto Rico Economic Development Administration, 1290 Avenue of the Americas, Dept. PL-5, New York, N.Y. 10104. Or call us toll-free: (800) 223-0699. Ask for Mr. Radamés Mayoral. In New York State, call (212) 245-1200.

Circle 117 on Brochure Service Card

SMSA Wage Survey

Average straight-time hourly earnings in manufacturing in $

	Puerto Rico 12/81*
Office, professional & technical	
Clerks, file	4.19
Secretaries	5.55
Stenographers, general	5.03
Switchbd operators	4.19
Drafters	5.31
Electronics technicians	7.25
Computer operators	5.29
Computer programmers	NA
Maintenance & powerplant (men)	
Carpenters	5.75
Electricians	6.39
Engineers, stat'ry	7.27
Machinists	7.13
Mechanics (machinery)	6.32
Tool & die makers	6.92
Custodial & materials movement (men & women)	
Guards and watchmen	3.54
Janitors, porters & cleaners	3.70
Laborers, mat'l hdlg	4.62
Shipping packers	3.74
Truckdrivers	4.80
Forklift operators	4.87

***Office & plant workers combined**

Average Hourly Earnings in Manufacturing in $ by Industry Code

SIC		Puerto Rico 8/81
23	Apparel and related products	$3.68
28	Chemicals and allied products	5.93
36	Electrical machinery, equipment and supplies	4.66
34	Fabricated metal products	4.93
20	Food and kindred products	4.30
25	Furniture and fixtures	3.99
31	Leather and leather products	3.68
24	Lumber and wood products	3.41
35	Machinery, except electrical	4.74
26	Paper and allied products	4.27
29	Petroleum refining and related industries	8.12
33	Primary metal industries	4.35
27	Printing, publishing and allied industries	4.83
38	Professional and scientific instruments	4.56
30	Rubber and miscellaneous plastic products	4.23
32	Stone, clay, glass and concrete products	4.49
22	Textile mill products	4.02
21	Tobacco manufacturers	4.11
37	Transportation equipment	4.06
39	Miscellaneous manufacturing industries	4.46
	All manufacturing industries	$4.45

Transportation

Roberto Lugo D'Acosta, Exec. Dir.
Puerto Rico Maritime Shipping Authority
Banco de Ponce Bldg., Suite 901
Hato Rey, 00918
P.O. Box 71105
San Juan, 00936
809/754-6565
(Provides regular round trip sailing between San Juan and major main land, gulf, south Atlantic and east coast ports.)

Domestic Airlines

American
Eastern
Airlift International
Flying Tigers
Capitol Airlines
Delta

Port Authority

Carlos Soler Aquino, Exec. Dir.
Isla Grande Airport
Santurce
G.P.O. Box 2829
San Juan, 00936
809/723-2260

Utilities

Wilfredo Marcial, Exec. Dir.
PR Electric Power Authority
G.P.O. Box 4267
San Juan, 00936
809/721-1212

Libertario Aviles, Gen. Mgr.
Communications Authority
Muñoz Rivera Ave. & Coll y Toste St.
P.O. Box 11248
Santurce, 00910
809/751-5151

Enrique Jimenez, Exec. Dir. & Pres.
PR Telephone Authority
1500 Roosevelt Ave.
G.P.O. Box 998
San Juan, 00936
809/782-8282

Raw Materials

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	1,000	87,550
Clays	139	319
Lime	36	4,318
Sand & gravel	NA	NA
Stone:		
Crushed	NA	NA
Dimension	NA	NA

Grand Total Puerto Rico 1982 (does not include value of items not available) 92,187

* = thousand short tons except as noted
NA = not available

Environmental Controls

Environmental Quality Board
Pedro Gelabert, Exec. Dir.
204 Del Parque St.
P.O. Box 11485
Santurce, PR 00910
809/725-5140

Climate

Year round average temperature........77°

Industrial Development Counselors

State Development Agency

Madera, Jose R., Admin.
Econ. Dev. Admin.
G.P.O. 2350
San Juan, 00936
809/758-4747

Marquez, Carlos, Dpty. Admin.
for Continental Operations
Econ. Dev. Admin.
1290 Ave. of Americas
New York, NY 10104
212/245-1200

Utilities, Banks, Areas & Others

Santurce
Pietrantoni, Julio, Pres.
Gov't Development Bank for PR
Minillas Center
P.O. Box 42001
Minittas Sta.
Santurce, 00940
809/726-6465

Loubriel, Wilson M., Exec. Dir.
Aqueduct & Sewer Authority
604 Dr. Barbosa Ave.
P.O. Box 7066
Santurce, 00916
809/754-3232

PLANT LOCATION ADVERTISERS

are the authorities that can supply you with detailed economic and industrial data.

For further information on:

- *business climate*
- *financial incentives*
- *demographics*
- *education*
- *lifestyle*
- *major industries*

. . . and other site location data, use the post-paid **READER SERVICE CARD** in the back of the book

Plant Location

CANADA

• ALBERTA • BRITISH COLUMBIA • MANITOBA • NEW BRUNSWICK
• NEWFOUNDLAND • NOVA SCOTIA • ONTARIO • QUEBEC
• PRINCE EDWARD ISLAND • SASKATCHEWAN

Regional Review

by Ray Birchall

Economists tell us that Canada's short-term economic prospects look brighter than they have at any time since the recession began to take hold.

Just a year ago, forecasters predicted a mere 1-2% increase in real GNP during 1983, but the record shows that growth last year reached the 3% mark. During 1984, Canada's GNP is expected to rise by a more respectable 4-5%.

Inflation is holding at 4.8%, largely because of the "6 & 5"campaign — a restraint program initiated by the federal government in July 1982 which held increases in public sector wages and prices to 6% in the first year and 5% in the second year. The program has successfully served as a voluntary guideline for the private sector as well.

Interest rates have remained stable since mid-1983; not much change is expected in the 11% prime rate during 1984.

Consumer confidence is growing, and increased consumption has stimulated industrial production and provided more job opportunities for Canadians. This is particularly true in the appliance and auto sectors.

However, although industrial output is beginning to grow, we have not yet seen much evidence of accelerated capital spending. Revenues from increased sales in the latter part of 1983 were applied to strengthening balance sheets rather than to expansion or modernization.

A recent survey of 1984 spending plans for major Canadian companies, conducted by the Federal Department of Regional Industrial Expansion, revealed that spending on new plants and equipment this year would be 7% lower than in 1983.

But although the companies surveyed were cautious about spending, they were somewhat more willing to invest than they had been when surveyed in April 1983. Their capital investment plans were tentative and may well be revised upwards in the light of changing economic circumstances.

Manufacturing companies, particularly the primary metals and forest products sectors, expected to increase capital spending by about 8.5%. They expected to operate at 81% capacity, up 3% over 1983. An additional $3.4 billion in spending was reported to be under consideration, though that figure was not included in the survey statistics. 43% of that amount would be spent by the oil and gas sector.

In the future, the ability of Canadian industry to grow and compete internationally will depend on the success of efforts to improve productivity through automation and other technological innovations.

Regional Reports

Canada's regions vary considerably in resources and industrial strength. As such, they were affected in differing degrees by the recession, but the outlook for each during the recovery is promising.

Western region. The economy of western Canada—British Columbia, Alberta, Saskatchewan and Manitoba—relies heavily on exports of bulk commodities such as lumber, oil, natural gas, potash and grain. Unfortunately, the recession took a heavy toll in the west as demand for these products dropped.

From 1981 until the spring of 1983, the petroleum industry in Alberta weathered low prices and decreased demand for oil and gas. At the same time, there was a slowdown in exploration, development, and research in the energy field.

The petrochemical industry virtually halted its previously vigorous level of expansion, and the demand for lumber, potash and sulphur dropped off drastically. As a result, the transportation industry experienced declining revenue freight volumes throughout the west, except in the movement of export grain.

However, prospects for 1984 are brighter, and capital spending is expected to rise for at least the first six months.

Much of the expected recovery is related to the federal government's action last year to revise the antiquated railway freight rate for export grain—the "crowsnest rate"—which had been virtually unchanged since 1897. As revenue for carrying grain increases, the railways are proceeding with plans to upgrade the capacity of their lines to handle the greater volumes of traffic expected in the west during the next decade.

Government and industry are currently investing a great deal of capital on a new ocean port on Ridley Island at Prince Rupert, B.C. The facilities include a high-throughput grain elevator which will help speed the export of Canadian grain; and a coal handling terminal, linked by rail to northeast British Columbia coal fields under development to serve the Japanese steel market.

The federal and provincial governments are also making efforts to promote greater industrialization and economic diversification in the west. These efforts include establishing new research facilities, giving greater emphasis to energy-related industries, and encouraging development of manufacturing plants based on regional natural resources.

Central region. Canada's central provinces, Quebec and Ontario, have traditionally depended on manufacturing for their economic strength. The recession naturally affected sales, which in turn led to reduced production, some plant closures, and layoff actions. Capital spending was curtailed, particularly in sectors most in need of modernization.

However, an upswing is already underway, and sales of consumer products are rising slowly. Early indications anticipate an increase in capital spending during 1984.

Eastern region. The maritime pro-

Mr. Birchall is chief industrial development officer for Canadian National Rail in Montreal, Quebec.

vinces—Newfoundland, Nova Scotia, New Brunswick and Prince Edward Island—have shown less economic growth than the rest of Canada in recent years. The development of large, confirmed off-shore oil and gas reserves is expected to revitalize this area's economic well-being.

Reduced demand for hydrocarbons generally delayed the petroleum exploration industries' drilling programs during 1982 and 1983, but 1984 prospects for the energy development field are brighter, and increased capital spending in that sector will follow.

Other promising developments in the maritimes include increased availability of electric power; potash mining in New Brunswick; new research facilities and industrial growth in Nova Scotia; and expansion of shipbuilding and repair facilities in Newfoundland. Consequently, the outlook for Atlantic Canada is more optimistic now than it has been for quite some time.

Business Climate

A major shift in business climate occurred during 1983 when the federal government reorganized its apparatus for business, trade, and industrial assistance programs.

The agency responsible for monitoring and regulating foreign ownership in Canada—the Foreign Investment Review Agency (FIRA)—was reorganized to provide for quicker decisions on applications for take-overs or for new foreign-owned enterprises. FIRA's record of approvals now runs at about 98% of all requests.

Another move involved the consolidation of two departments—Regional Economic Expansion, and Industry, Trade, & Commerce—into the new Department of Regional Industrial Expansion (DRIE). DRIE now administers most federal business assistance programs.

DRIE's industrial incentive program, the Industrial and Regional Development Program (IRDP), offers financial assistance to businesses through grants, contributions, repayable contributions, participation loans, and loan guarantees.

IRDP determines the level of government contribution, ranging from 25% to 75%, by weighing four factors: the need of the area, the nature of the project, value for money, and government objectives. The potential for job creation is another important factor in the decision to allocate funds.

A number of key elements are involved in IRDP:

Under the innovation program, funds are available for consultant studies on project feasibility, technology transfer, market research and venture capital search. The program also provides assistance for development or demonstration of new or improved products or processes, if they are scientifically feasible and entail significant technical risk yet have commercial potential. It also assists the design of new durable products which may be mass-produced and marketed profitably.

The establishment program offers funding for feasibility, market research and capital search studies, as well as for establishing new manufacturing or processing plants, or service outlets related to industry or tourism.

A third IRDP component, the modernization/expansion program, assists companies with feasibility studies associated with modernizing or expanding their operations or improving productivity. Funds are also available for implementing modernization and expansion plans through acquisition of new machinery and equipment.

Finally, IRDP's restructuring program makes funding available for feasibility studies, market research and venture capital search related to restructuring existing industry.

Generally, IRDP provides the bulk of approved funds after the project is in operation, and makes the final payment about two years later.

Since the recovery began to take hold, the number of inquiries and commitments on the part of companies interested in expansion opportunities have noticeably increased. This trend is expected to accelerate during 1984 as more and more companies shake off the effects of the recession.

Canada's ten provinces also actively promote industrial development through their own incentive programs. Canadian law places some limits on incentives offered by municipalities, but most cities provide help in the form of serviced land at or near cost, construction of buildings for lease, or arrangements for premises to be built on demand.

Canada has many advantages to offer companies seeking to locate or expand their operations—vast natural resources, a wealth of energy sources, a skilled workforce, good market potential, and stable government with economic policies favorable to business.

With recovery from the recession well underway, and with new, innovative programs available from government to promote development, the future looks bright indeed for Canada and its industrial base.

ALBERTA

Province Information

Financial assistance to industry:

- Federal (manpower) aid for job training
- Loans to small business locating in rural areas through Alberta Opportunity Company (a Crown corporation)
- Grants (DRIE) for agricultural/food processing industries in most of Alberta

Tax rates:

Corporate income tax:	
general	11%
small business	5%
Personal income tax	43.5% of federal

Advanced education facilities:

Four-year colleges and universities	4
Two-year or junior colleges	10
Vocational and business schools	6
Further education councils	81

Source: **Alberta Department of Tourism & Small Business**

Population

Cities over 25,000

	Census 1981	Estimate 1983
	—Thousands—	
ALBERTA	2,237.7	2,358.3
Calgary	592.7	631.3
Edmonton	532.2	565.7
Lethbridge	NA	56.8
Medicine Hat	40.3	41.6
Red Deer	NA	51.7
St. Albert	32.9	33.3

NA = not available

Census Metropolitan Areas

	Census 1981	Estimate 1983
	—Thousands—	
Calgary	592.7	631.3
Edmonton	657.0	695.0

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/83*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALBERTA	72.3	36.3	12.22
Calgary	24.7	36.5	12.15
Edmonton	25.2	36.5	12.34

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/83

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
ALBERTA	1,183	104	8.8

(figures are unadjusted for seasonal variation)

Industrial Mix—7/83*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	72.3	36.3	12.22
DURABLE GOODS	32.1	36.6	13.04
NONDURABLE GOODS	40.2	36.0	11.37
Food and Beverages—**SIC 101-109**	16.0	36.2	11.19
Wood Products—**SIC 251-259**	4.8	36.1	11.30
Paper and Allied Industries—**SIC 271-274**	2.7	36.8	13.95
Printing, Publishing and Allied Industries—**SIC 286-289**	6.6	32.0	10.97
Primary Metal Industries—**SIC 291-298**	3.2	38.3	14.84
Metal Fabricating Industries—**SIC 301-309**	9.5	35.8	14.25
Machinery, Except Electrical—**SIC 311-318**	4.1	37.2	13.28
Transportation Equipment—**SIC 321-329**	1.9	36.0	11.93
Electrical Products—**SIC 331-339**	2.0	37.4	10.48
Nonmetallic Mineral Products—**SIC 351-359**	4.9	37.4	13.81
Petroleum and Coal Products—**SIC 365-369**	3.2	36.4	15.18
Chemicals and Chemical Products—**SIC 372-379**	4.8	37.4	13.62
Misc. Manufacturing Industries	1.9	34.3	10.19

*for employees paid by the hour, including overtime

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Calgary 1 to 8, 10 to 14
Edmonton 1, 2, 4, 7, 9 to 14
Lethbridge 2, 12
Medicine Hat 2, 12
Red Deer 1, 2 (Calgary)
St. Albert 1 (Edmonton)

Railroads

1. Canadian National
2. Canadian Pacific

Airlines

3. Aero Trades (Western)
4. Air Canada
5. Big Sky Airlines
6. Cascades Airways
7. CP Air
8. Lufthansa
9. Northwest
10. Pacific Western
11. Southern Frontier
12. Time Air
13. United
14. Western

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Calgary — 1e, 4g
Edmonton — 2e, 5g
Lethbridge — 3e, 4g
Medicine Hat — 6eg
Red Deer — 7e, 5g
St. Albert — 8e, 5g

1. Calgary Electric System
   2808 Spiller Road, Box 2100
   Calgary T2P 2M5
2. Edmonton Power
   Continental Bank Bldg. 900
   10250 101st St., Edmonton
   T5J 3P4
3. Lethbridge Electric Dept.
   City Hall, Lethbridge T1J OP6
4. Canadian Western Natural Gas Co.
   909 11th Ave., S.W.
   Calgary T2R 1L8
5. Northwestern Utilities Ltd.
   10040 104th St., Edmonton T5J 2S3
6. Medicine Hat Municipal Electric
   Light, Power & Natural Gas
   City Hall, Medicine Hat T1A OC7
7. Red Deer Electric Light & Power
   P.O. Box 5008, Red Deer T4N 3T4
8. Transalta Utilities Corp.
   110 12th Ave., S.W., Box 1900
   Calgary T2P 2M1

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Gold (g)	11	162
Peat (metric ton)	47	6,922
Quartz (mt)	. . . .	2,915
Salt (metric ton)	863	15,281
Sodium sulfate	. . . .	3,861
Sulfur, elemental (metric ton)	6,678	551,424
Coal (metric ton)	20,000	409,790
Natural gas (thous. m^3)	66,912	6,808,296
Natural gas by-products (m^3)	18,098	2,258,951
Petroleum, crude (m^3)	62,728	10,538,275
Clay products	. . . .	11,220
Cement (metric ton)	1,518	163,717
Lime (metric ton)	151	9,888
Sand and gravel (metric ton)	46,092	129,664
Stone (metric ton)	264	3,161
Grand Total Alberta 1982		**20,913,347**

Environment Controls

Air & Water Pollution

Environmental Permits & Licenses:
John Deflr, Dir., Standards & Approvals Br., Alberta Environ., Oxbridge Place, 5th Fl., 9820-106 St., Edmonton, T5K 2J6, 403/427-5883

Environmental Spills etc.:

R. N. Briggs, Dir., Pollution Control Div., same address as above, 403/427-6270; Emergency No. 800/222-6514

Climate

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Calgary	12	62	113
Edmonton	6	64	121
Medicine Hat	10	68	89

Industrial Development Counselors

Province Development Agency

Cole, T. J., Dir.
Business Locations
Alberta Dept. of Tourism & Small Business
15th Fl., Capitol Sq. Bldg.
10065 Jasper Ave.
Edmonton, Alberta, T5J 0H4
403/427-5267

Railroads

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Calgary
McDonald, Bruce A., Bus. Dev. Dir.
City of Calgary, Box 2100, T2P 2M5
403/268-2331
Harris, Roy, Sr. Bus. Dev. Off.
Harvey, Malcolm, Bus. Dev. Off.
Calgary Dept. of Bus. Dev.
205-9 Ave. S.E.
P.O. Box 2100, T2P 2M5
403/268-2331

Edmonton
Bleiken, Allan G., Gen. Mgr.
Edmonton Bus. Dev. Dept.
2410 Oxford Tower
10235-101 St., T5J 3G1
403/428-5464
Jorgensen, Eric G., Pres.
Giffels Western Engineering
Coronation Place
4-14310-111 Ave., T5M 3Z7
403/451-6710

Dove, A. J., Ind. Dev. Mgr.
Mountain Region
CN Rail
10004-104 Ave., T5J 0K2
403/429-8388

Relf, J. A., Mfg. Dir.
Alberta Econ. Dev.
9th Fl., Capitol Sq.
10909 Jasper Ave., T5J 3L9
403/427-2005

Fort McMurray

Parsons, John J.
City Dev. Control Officer
42 Riedel St., T9H 3E1
403/743-1000

Lethbridge

O'Connell, Dennis S., Econ. Dev. Dir.
City of Lethbridge, City Hall
910-4th Ave. S., T1J 0P6
527 403/320-3910

Medicine Hat

Cormier, David A., Mgr.
Economic Dev.
City of Medicine Hat
City Hall, T1A 0C7
403/526-5971

Red Deer

Dicknoether, Earl E.
Econ. Dev. Rep.
Regional Service Branch
Alberta Bus. Dev. & Tourism
P.O. Box 5002, T5N 5Y5
403/782-6711

Scott, Alan V., Econ. Dev. Dir.
City of Red Deer
P.O.Box 5008, T4N 3T4
403/342-8105

BRITISH COLUMBIA

Province Information

Financial assistance to industry:

Conventional financing for buildings and equipment

Low Interest Loan Assistance (LILA) provides loans from $30,000 to $200,000 for modernization, expansion or establishment of manufacturing or processing facilities

Tax rates:

Corporate income tax 8-16%
Personal income tax ....44% of federal
Sales 7%

Advanced education facilities:

Universities 3
Community colleges.........................15
Vocational and business schools......6
Marine Technology Park adjacent to Institute of Ocean Sciences
Centre of Excellence for advanced micro-electronics established at the University of B.C.

Source: **British Columbia Ministry of Industry & Small Business Development**

Population

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1983
BRITISH COLUMBIA	2,744.7	2,813.6
Burnaby	136.5	NA
Chilliwack	40.6	NA
Kamloops	64.0	63.8
Kelowna	59.2	60.7
Nanaimo	47.1	49.9
New Westminister	38.6	38.9
North Vancouver	34.0	35.5
Port Coquitlam	27.5	27.6
Prince George	67.6	68.9
Vancouver	414.2	416.7
Victoria	64.4	65.2

NA = not available

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1983
Vancouver	1,268.2	1,288.5
Victoria	233.5	236.9

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Hours and Earnings—7/83**

	Employment Thousands	Weekly Hours	Hourly Earnings $
BRITISH COLUMBIA	146.5	35.3	14.13
Vancouver	73.9	34.9	13.41
Victoria	6.4	30.8	13.23

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/83

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
BRITISH COLUMBIA	1,333	167	12.5

(figures are unadjusted for seasonal variation)

Industrial Mix—7/83*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	146.5	35.3	14.13
DURABLE GOODS	80.6	36.1	14.43
NONDURABLE GOODS	65.9	34.1	13.68
Food and Beverages—**SIC 101-109**	21.4	33.1	13.00
Wood Products—**SIC 251-259**	40.8	36.3	14.54
Paper and Allied Industries—**SIC 271-274**	19.1	36.3	16.90
Printing, Publishing and Allied Industries—**SIC 286-289**	11.2	29.4	12.43
Primary Metal Industries—**SIC 291-298**	6.6	37.2	16.33
Metal Fabricating Industries—**SIC 301-309**	10.2	36.0	13.84
Machinery, Except Electrical—**SIC 311-318**	4.9	35.1	14.82
Transportation Equipment—**SIC 321-329**	9.4	34.8	14.11
Electrical Products—**SIC 331-339**	3.1	36.3	12.39
Non-Metallic Mineral Products—**SIC 351-359**	4.4	36.4	13.66
Petroleum and Coal Products—**SIC 365-369**	1.0	40.3	14.63
Chemicals and Chemical Products—**SIC 372-379**	3.2	37.5	12.89
Misc. Manufacturing Industries—**SIC 391-399**	2.8	33.8	11.67

*for employees paid by the hour, including overtime

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Kamloops 1, 2, 13
Kelowna 1, 2, 13, 17
Nanaimo 2, 5, 9
New Westminster 1, 2, 3 (Vancouver)
North Vancouver 2, 3, 4 (Vancouver)
Prince George 1, 4, 9, 13
Vancouver 1, 2, 3, 5 to 15, 17 to 19
Victoria 1, 2, 5, 6, 9, 13, 16

Railroads

1. Canadian National
2. Canadian Pacific
3. Burlington Northern
4. British Columbia

Airlines

5. Air BC
6. Air Canada
7. British Airways
8. Cathay Pacific
9. CP Air
10. Frontier
11. Japan Airlines
12. Lufthansa
13. Pacific Western
14. Powell Air
15. Qantas
16. San Juan Airlines
17. Time Air
18. United
19. Western Airlines

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Kamloops — 2e, 3g
Kelowna — 4e, 3g
Nanaimo — 2e, 5g

New Westminster — 1e, 2e
North Vancouver — 2e
Prince George — 2e, 3g
Vancouver — 2eg
Victoria — 2eg

1. New Westminster Electric Dept.
   City Hall, 511 Royal Ave.
   New Westminster V3L 1H9
2. British Columbia Hydro & Power
   Authority, 970 Burrard St.,
   Vancouver V6Z 1Y3
3. Inland Natural Gas Co., Ltd.
   1066 West Hastings St., Vancouver
   V6J 2G9
4. Kelowna Electric Dept.
   1435 Water St., Kelowna V1Y 1J4
5. Vancouver Island Gas Co., Ltd.
   98 Commercial St., Nanaimo
   V9R 5G4

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony (kg)	214	1,162
Bismuth (kg)	27	83
Cadmium (kg)	148	447
Copper (kg)	280,969	548,256
Gold (g)	7,710	115,296
Iron ore (metric ton)	775	19,630
Lead (kg)	83,657	60,651
Molybdenum (kg)	13,584	155,112
Silver (kg)	499	157,579
Tin (kg)	115	1,568
Tungsten (kg)	105	. . . .
Zinc (kg)	75,183	80,671
Asbestos (metric ton)	76	57,032
Barite (metric ton)	. . . .	948
Gemstones (kg)	. . . .	321
Gypsum (metric ton)	415	5,468
Peat (metric ton)	20	3,162
Quartz (metric ton)	. . . .	32
Sodium sulfate	. . . .	4
Sulfur in smelter gas (metric ton)	190	12,942
Sulfur, elemental (metric ton)	239	16,408
Coal (metric ton)	11,768	619,900
Natural gas (thous. m³)	6,998	366,156
Natural gas by-products (m³)	293	35,985
Petroleum, crude (m³)	2,099	329,979
Clay products	. . . .	5,853
Cement (metric ton)	750	69,266
Lime (metric ton)	104	6,816
Sand and gravel (metric ton)	24,618	74,520
Stone (metric ton)	4,310	21,926
Grand Total British Columbia 1982		**2,768,954**

Environment Controls

Air & Water Pollution

Waste Mgt. Branch, Ministry of Environ., 1106 Cooke St., Victoria, V8V 1X4, 604/387-1161

Climate

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Kamloops	21	70	90
Prince George	11	59	162
Vancouver	36	63	161
Victoria	39	60	142

Industrial Development Counselors

Province Development Agency

Eggleston, David, Dir. Bus. Dev.
B.C. Ministry of Ind. &
Small Business Dev.
Suite 315, Robson Sq.
800 Hornby St., Vancouver, V6Z 2C5
604/689-4411

Railroads

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Duncan
Fraser, W. Austin, Econ. Dev. Off.
Cowichan Valley Econ. Dev. Comm.
Suite 100, 35 Queen's Rd., V9L 2W1
604/746-6158

Kamloops
Spargo, Sidney H., Mgr. Econ. Dev.
City of Kamloops
7 Victoria St. W., V2C 1A2
604/374-3311

Surrey
Wiles, Franklin A., Econ. Dev. Dir.
Corp. of Dist. of Surrey
14245 56th Ave., V3W 1J2
604/591-4128

Vancouver
Fancy, Sidney, C.I.D., Econ. Dev. Mgr.
City of Vancouver
Suite 721, 601 W. Broadway, V5Z 4C2
604/873-7011

Utilities, Banks, Areas & Others

Prince Albert
Henderson, Robert, Ind. Dev. Off.
Planning & Dev.
City of Prince Albert
1521-6th Ave. W., S6V 5K2
306/764-5251 Ext. 224

Regina
Haffner, Philip, Asst. Dir.
Ind. Dev. & P.R.
City of Regina, City Hall
P.O. Box 1790, S4P 3C8
306/569-7487
Meandro, Gene, Proj. Dev. Off.
Tastad, D., Property Mktg. Mgr.
Sask. Econ. Dev. Corp.
1106 Winnipeg St., S4P 3M3
306/565-7279
306/664-6258

Saskatoon
Gale, Bryon L., Regional Rep.
Manek, Raj, Consultant
Sask. Dept. of Ind. & Comm.
122-3rd Ave. N., S7K 2H6
306/664-5755
306/664-5750
Fairlie, David R., Ind. Dev. Mgr.
Shyluk, Dona Lynn, Coord.,
Ind. Dev. Dept.
Saskatoon, City Hall, S7K 0J5
306/664-9507

When you contact industrial developers listed in **PLANT LOCATION** *tell them where you saw their name*

MANITOBA

Province Information

Financial assistance to industry:
- Communities Economic Development Fund
- Manpower development assistance
- Productivity improvement program
- Research and development assistance
- Excellent electric power rates
- Feasibility studies

Tax rates:
Corporate income tax.
Small business 11%
Other 15%
Personal income tax
..................54% of federal basic tax
Sales tax 5%

Advanced education facilities:
Four-year colleges and universities...6
Vocational and business schools......9

Source: **Manitoba Department of Economic Development & Tourism**

Population

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1983 —Thousands—
MANITOBA	1,026.2	1,040.4
Brandon	NA	36.5
Winnipeg	564.5	575.2

NA = not available

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1983 —Thousands—
Winnipeg	585.0	595.8

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Hours and Earnings—7/83**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANITOBA	50.9	37.2	9.03
Winnipeg	39.9	37.7	8.92

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/83

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
MANITOBA	513	43	8.3

(figures are unadjusted for seasonal variation)

*Industrial Mix—7/83**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	50.9	37.2	9.03
DURABLE GOODS	22.2	37.7	9.41
NONDURABLE GOODS	28.7	36.7	8.72
Food and Beverages—**SIC 101-109**	11.0	37.1	9.84
Clothing—**SIC 243-249**	6.1	37.2	5.52
Printing, Publishing and Allied Industries—**SIC 286-289**	4.8	32.0	8.67
Metal Fabricating Industries—**SIC 301-309**	4.6	38.2	9.91
Machinery, Except Electrical—**SIC 311-318**	2.7	37.0	9.18
Transportation Equipment—**SIC 321-329**	5.5	38.4	9.56
Electrical Products—**SIC 331-339**	2.1	38.1	10.58
Chemicals and Chemical Products—**SIC 372-379**	1.2	39.7	9.58

*for employees paid by the hour, including overtime

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Brandon 1, 2, 12
Winnipeg 1 to 13

Railroads

1. Canadian National
2. Canadian Pacific
3. Burlington Northern (Manitoba) Ltd.

Airlines

4. Acro Trades (Western)
5. Air Canada
6. Bearskin Lake Air Service
7. CP Air
8. Frontier
9. Nordair
10. Northwest
11. Northwest Territorial
12. Pacific Western
13. Perimeter

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Brandon — 1e
Winnipeg — 2e, 3g

1. Manitoba Hydro-Electric Board
   820 Taylor Ave., Box 815
   Winnipeg R3C 2P4
2. Winnipeg Hydro
   5th Floor, Administration Bldg.
   Civic Centre, Winnipeg R3B 1C1
3. Greater Winnipeg Gas Co.
   265 Notre Dame Ave., Winnipeg
   R3B 1N9

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	37	114
Cobalt (kg)	302	10,296
Copper (kg)	48,810	95,243
Gold (g)	1,729	25,852
Lead (kg)	730	530
Nickel (kg)	26,017	171,665
Selenium (kg)	30	315
Silver (kg)	25	8,014
Tantalum (Ta_2 O_5)	59	7,243
Tellurium (kg)	4	148
Zinc (kg)	31,435	33,730
Gypsum (metric ton)	109	2,006
Peat (metric ton)	44	7,840
Quartz (metric ton)	. . . .	1,952
Petroleum, crude (m^3)	582	89,255
Clay products	. . . .	1,735
Cement (metric ton)	271	24,679
Lime	. . . .	4,838
Sand and gravel (metric ton)	10,284	28,054
Stone (metric ton)	2,345	11,670
Grand Total Manitoba 1982		**529,706**

Environment Controls

Air & Water Pollution

Manitoba Clean Environ. Cmsn., Bldg. 2, Box 2, 139 Tuxedo Blvd., Winnipeg, R3N 0H6, 204/895-5333

Climate

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Winnipeg	1	68	121

Industrial Development Counselors

Province Development Agency

LeBrun, Leonard F.
Ind. & Trade Dev.
Manitoba Dept. of Economic Development & Tourism
701-155 Carlton St., Winnipeg
Manitoba, R3C 3H8
204/944-2470
Minister: Honorable Muriel A. Smith
204/944-3724

Utilities, Banks, Areas & Others

Portage la Prairie
Roteliuk, R. N. Gen. Mgr.
City of Portage la Prairie
Central Plains, Inc.
20-3rd St. N.E., R1N IN4
204/857-8736

Winnipeg
Gregory, R. Gary, Ind. Dev. Mgr.
CN Rail, Prairie Region
350-123 Main St., P.O. Box 832,
R3C 2P8
204/946-2223

Hayes, George E.
Asst. Dpty. Min.
Man. Dept of Econ. Dev. & Tourism
701 Carlton St., R3C 3H8
204/944-2455

Thomson, Robert D., Gen. Mgr.
Winnipeg Bus. Dev. Corp.
177 Lombard St., R3B 0W7
204/944-8686

NEW BRUNSWICK

Province Information

Financial assistance to industry:
- Direct loans
- Loan and bond issue guarantees
- Equity

Tax rates:

Corporate income tax .... varies depending on business classification
Mfg. or processing rate (fed. & provincial combined)
  for small business* 19%
  for standard business 44%
Non-mfg. or non-processing (fed. & provincial combined)
  for small business* 24%
  for standard business 50%
*A "small business" is a private Canadian corp. whose taxable income plus aggregate taxable income of all its affiliated private Canadian earnings do not exceed $1,000,000.
Personal income tax ..... 50% of federal
Sales tax 8%
Gasoline tax .... 4-4/10¢ per litre

Advanced education facilities:

Four-year colleges and universities ... 4
Technical & trade schools 8

Medical facilities:

Hospitals 34

Labor analysis:

High school graduates .... 9,806 (June 1982)
Mfg. workers in unions 20.5%

Source: **New Brunswick Department of Commerce & Development**

Population

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1983
NEW BRUNSWICK	696.4	700.6
Fredericton	44.0	41.4
Moncton	54.7	54.9
Saint John	80.5	81.0

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1983
Saint John	114.0	114.9

Labor

EMPLOYMENT, HOURS & EARNINGS

Manufacturing Payrolls, Average Hours and Earnings—7/83*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW BRUNSWICK	31.1	37.7	9.65
Moncton	3.5	37.2	9.42
Saint John	6.2	41.0	12.22
Fredericton	1.6	38.9	7.94

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/83

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NEW BRUNSWICK	301	36	12.5

(figures are unadjusted for seasonal variation)

Industrial Mix—7/83*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	31.1	37.7	9.65
DURABLE GOODS	9.4	39.6	9.60
NONDURABLE GOODS	21.7	36.7	9.68
Food and Beverages—**SIC 100-109**	12.0	34.6	7.56
Wood Products—**SIC 250-259**	3.7	39.4	7.51
Paper and Allied Industries—**SIC 270-274**	5.4	40.8	14.15
Printing, Publishing and Allied Industries—**SIC 286-289**	1.2	36.0	8.88
Metal Fabricating Industries—**SIC 301-309**	1.4	38.9	10.60
Transportation Equipment—**SIC 321-329**	1.7	42.5	13.04
Electrical Products—**SIC 331-339**	0.4	36.0	9.04
Misc. Manufacturing Industries—**SIC 391-399**	0.6	36.1	7.51

*for employees paid by the hour, including overtime

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below.

Fredericton 1, 2, 3, 4, 5
Moncton 1, 3, 4
Saint John 1, 2, 3, 4

Railroads

1. Canadian National
2. Canadian Pacific

Airlines

3. Air Canada
4. Eastern Provincial
5. Quebec Aviation Ltee

Utilities

Electric Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.

Fredericton — 1
Moncton — 1
St. John — 2

1. New Brunswick Elec. Pwr. Cmsn.
   527 King St., Fredericton E3B 4X1
2. St. John Power Cmsn.
   239 Charlotte St., Box 850, St. John E2L 4C7

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Antimony (kg)	....	1,293
Bismuth (kg)	161	966
Cadmium (kg)	....	....
Copper (kg)	13,125	25,610
Gold (g)	205	3,065
Lead (kg)	81,475	59,069
Silver (kg)	230	72,719
Zinc (kg)	230,299	247,110
Peat (metric ton)	155	15,948
Sulfur in smelter gas (metric ton)	80	2,328
Coal (metric ton)	498	24,573
Natural gas (thous. m³)	2	30
Petroleum, crude (m³)	....	13
Clay products	....	2,200
Cement	....	17,165
Lime	....	3,961
Sand and gravel (metric ton)	6,206	8,359
Stone (metric ton)	2,261	11,556
Grand Total New Brunswick 1982		**497,556**

Environment Controls

Air & Water Pollution

Dept. of the Environ., Box 6000, Fredericton, E3B 5H1, 506/453-3700
Nova Scotia Dept. of Dev., Box 519, B3J 2R7

Industrial Development Counselors

Province Development Agency

Armstrong, Larry, Dpty. Minister
New Brunswick Dept. of Comm. & Dev.
P.O. Box 6000
Fredericton, E3B 5H1
506/453-2795

Railroads

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Fredericton

Price, S. R., Gen. Mgr.
Capitol Region Dev. Comm.
Suite 1, 2nd Floor
618 Queen St., E3B 1C2
506/454-3080

Skaling, Dan G., Asst. Gen. Mgr.
Community Improvement Corp.
377 York St.
506/453-2277

Walker, Bryan J., Dpty. Min.
Dept. of Natural Resources
P.O. Box 6000, E3B 5H1
506/453-2467

Moncton

Daigle, Paul J., Gen. Mgr.
Moncton Ind. Dev. Ltd.
1234 Main St., Terminal Bldg.
E1C 1H7
506/854-2700

Cameron, John, D., Mgr.
Planning & Ind. Dev., CN Rail
1234 Main St., E1C 1H7
506/382-0551 Ext. 288

St. John

Hanson, Paul Edward, Ind. Dev. Off.
St. John Fundy Region Dev. Comm.
15 Market Sq., Box 1971, E2L 4L1
506/658-2918

Thompson, Wm. M., Gen. Mgr.
St. John Fundy Region
Dev. Comm.
City Hall, 664 Bay St.
P.O. Box 1971, E2L 4L1
506/658-2918

PLANT LOCATION ADVERTISERS offer you the best possible contacts for information on their areas. Contact them directly or use the handy reader inquiry card in the back of the book.

NEWFOUNDLAND

Province Information

Financial assistance to industry:
- Newfoundland & Labrador Dev. Corp. (NLDC) 709/753-3560
- Rural Agricultural & Northern Dev. (RAND)
- Rural Development Authority 709/753-3184
- Rural Incentives Program 709/737-3184
- Dept. of Development
  - Market & Product Dev. Program (MAPD) 709/737-2785
  - Ocean Industries Capital Assistance Program (OICAP) 709/737-2781
  - Retail Sales Tax Exemption 709/737-2465
- Industrial Incentives Board (Fed/Prov) 709/737-3171
- Dept. of Regional Economic Expansion/Industry Trade & Commerce, Indust. & Reg. Dev. Program 709/772-4917
- Canada Employment & Imigration Commission (CEIC) 709/772-4600
- Federal Bus. Dev. Bank (FBDB) 709/772-5505
- Dept. of Fisheries
  - Secondary Processing Interest Subsidy Program 709/737-3749
- Export Dev. Corp. 709/429-0426
- National Research Council
  - Industrial Research Assistance 709/754-1937

Tax rates:
- Corporate income tax
  - Manufacturing and processing income eligible for small bus.
    - deduction 22%
    - Excess 46.8%
  - Other income
    - Eligible for small bus. deduction 27%
    - Eligible for reduced small bus. deduction 39.3%
    - Excess 52.9%
- Personal income tax ....60% of federal
- Personal property tax .....varies locally
- Sales tax..12%

Advanced education facilities:
- Four-year colleges and universities...1
- Vocational schools 17

Source: **Newfoundland Department of Development**

Population

Cities over 25,000

	Census 1981	Estimate 1983
	—Thousands—	
NEWFOUNDLAND	567.7	570.1
Corner Brook	24.3	24.2
St. John's	83.8	83.7

Census Metropolitan Areas

	Census 1981	Estimate 1983
	—Thousands—	
St. John's	154.8	156.1

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Hours and Earnings—7/83**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEWFOUNDLAND	18.6	35.4	8.84
Corner Brook	1.4	41.1	14.23
St. John's	4.0	39.7	9.97

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/83

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NEWFOUNDLAND	225	39	17.4

(figures are unadjusted for seasonal variation)

Industrial Mix—7/83*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	18.6	35.4	8.84
DURABLE GOODS	2.3	41.3	10.51
NONDURABLE GOODS	16.3	34.6	8.58
Food and Beverages—**SIC 100-109**	13.4	34.0	7.83
Wood—**SIC 251-259**	0.5	41.9	7.10
Paper and Allied Industries—**SIC 271-274**	1.1	40.9	14.62
Printing, Publishing and Allied Industries—**SIC 286-289**	0.7	37.6	7.71
Transportation Equipment—**SIC 321-329**	0.9	41.0	11.49
Non-Metalic Mineral Products—**SIC 351-359**	0.4	42.4	10.81

*for employees paid by the hour, including overtime

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Corner Brook 1 (3 through Deer Lake)
St. John's 1, 2, 3

Railroads

1. Canadian National

Airlines

2. Air Canada
3. Eastern Provincial

Utilities

Electric Utility Serving St. John's and Cornerbrook

Newfoundland Light & Power Co., Ltd.
Kenmount Road Box 8910, St. John's
A1B 3P6

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	10	30
Copper (kg)	3,731	7,280
Gold (g)	141	2,108
Iron ore (metric ton)	15,806	572,386
Lead (kg)	1,180	855
Silver (kg)	3	928
Zinc (kg)	28,139	30,194
Asbestos (metric ton)	13	9,620
Gypsum (metric ton)	409	3,284
Quartz (metric ton)	....	1,213
Soapstone, talc, pyrophyllite	....	603
Clay products	....	860
Cement	....	6,321
Sand and gravel (metric ton)	2,839	9,317
Stone (metric ton)	357	1,763

Grand Total Newfoundland 1982 646,762

Environment Controls

Air & Water Pollution

D. G. Jeans, Asst. Dpty. Minister, Dept. of Environ., Govt. of Newfoundland & Labrador, 2nd fl., Elizabeth Towers, 100 Elizabeth Ave., St. John's, AIC 5T7, 709/737-2559

Climate

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
St. John's	25	60	210

Industrial Development Counselors

Province Development Agency

Wakeham, Barbara
Dir. of Prospect Dev.

Dept. of Dev.
Gov't of Newfoundland & Labrador
P.O. Box 4750, St. John's, AIC 5T7
709/737-2781

Railroads

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Gander
Hallett, David A., Exec. Dir.
Gander Dev. Corp.
P.O. Box 472, AIV 1W8
709/651-2992

Wabush
Andrews, John, Dev. Off.
Labrador W. Econ. Dev. Assn.
P.O. Box 1229, A0R 1B0
709/282-5371

NOVA SCOTIA

Province Information

Financial assistance to industry:

Industrial Estates Limited, a crown corporation, may finance 100% of the cost of land and buildings and up to 60% of the installed cost of machinery and equipment.

Tax rates:

Corporate income tax	15% of taxable income
Personal income tax	56.5% of federal rate
Sales tax	10%
Gasoline & propane tax	8.8¢/litre
Diesel	8.7¢/litre

Advanced education facilities:

Four-year colleges and universities	10

Medical facilities:

Hospitals	55

Labor analysis:

High school graduates	10,835
Mfg. workers in unions	17.3%

Source: **Nova Scotia Department of Development**

Population

Cities over 25,000

	Census 1981	Estimate 1983
	Thousands	
NOVA SCOTIA	847.4	855.2
Dartmouth	62.2	58.7
Halifax	114.6	114.6
Sydney	29.4	30.7

Census Metropolitan Areas

	Census 1981	Estimate 1983
	Thousands	
Halifax	277.7	280.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Hours and Earnings—7/83**

	Employment Thousands	Weekly Hours	Hourly Earnings $
NOVA SCOTIA	38.0	36.4	9.23
Halifax	8.0	37.7	9.51
Truro	2.3	37.7	7.33
New Glasgow	3.5	38.2	12.32

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/83

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
NOVA SCOTIA	385	46	11.9

(figures are unadjusted for seasonal variation)

Industrial Mix—7/83*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	38.0	36.4	9.23
DURABLE GOODS	10.2	39.7	8.83
NONDURABLE GOODS	27.7	35.1	9.40
Food and Beverages—**SIC 100-109**	14.2	33.4	7.66
Textile Products—**SIC 181-189**	1.4	38.5	7.24
Wood—**SIC 251-259**	2.0	40.9	6.45
Paper and Allied Industries—**SIC 271-274**	3.0	39.4	13.54
Printing, Publishing and Allied Industries—**SIC 286-289**	1.6	33.8	8.67
Metal Fabricating Industries—**SIC 301-309**	1.5	40.0	10.97
Transportation Equipment—**SIC 321-329**	3.2	38.4	9.34
Electrical Products—**SIC 331-339**	1.0	41.3	6.86
Chemicals and Chemical Products—**SIC 372-379**	1.1	38.5	12.57

*for employees paid by the hour, including overtime

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Dartmouth 1 (Halifax)
Halifax 1, 2, 3, 4, 5
Sydney 1, 3, 4

Railroads

1. Canadian National
2. Canadian Pacific

Airlines

3. Air Canada
4. Eastern Provincial
5. CP Air

Utilities

Electric Utility Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.

Dartmouth — 1
Halifax — 1
Sydney — 1

1. Nova Scotia Power Corp.
P.O. Box 910, Halifax B3J 2W5

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Barite (metric ton)	....	718
Gypsum (metric ton)	4,480	30,500
Peat (metric ton)	10	2,172
Coal (metric ton)	3,051	166,263
Clay products	....	4,500
Cement	....	17,752
Sand and gravel (metric ton)	5,039	17,302
Stone (metric ton)	679	4,638
Grand Total Nova Scotia 1982		**281,211**

Environment Controls

Air & Water Pollution

Nova Scotia Dept. of Environ.,
1690 Hollis St., Halifax, 902/424-5300

Water Pollution

Nova Scotia Dept. of Environ., same address as above.

Climate

	Mean Temp. F. Jan	Mean Temp. F. Jul	Average No. of Days of Precipitation
Halifax	26	65	152
Sydney	24	64	179

Industrial Development Counselors

Province Development Agency

Merriam, T.G., Director
Industrial Promotion Branch
Nova Scotia Dept. of Dev.
Box 519, Halifax, B3J 2R7
902/424-7660

Railroads

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Debert

Lund, H. E., Supv., Ind. Parks
Ind. Estates Ltd.
P.O. Box 100, B0M 1G0
902/662-3000

Halifax

LeTourneau, Frank M., Ind. Pks. Mgr.
Merriam, Thomas, Dir. of Dev.
Riley, Geo. S., V.P. Dev.
Vandewater, V. Murray, Mgr. Dev. Pln.
Industrial Estates Ltd.
5151 George St., Suite 700, B3J 1M5
902/425-6331

Sydney

McKee, Wm. F., Dir.
Fisheries & Marine Related Industry
Cape Breton Dev. Corp.
P. O. Box 1750, B1P 6K3
902/539-6300

ONTARIO

Province Information

Financial assistance to industry:
Available from Onatrio and/or federal governments:

- Grants on a capital and employment basis in selected regions and cities
- Loans including term, interest forgiveness and guarantees
- Tax incentives including accelerated depreciation on machinery
- Site selection assistance
- Aid for production — worker training
- Business and plant consulting
- Export assistance programs
- Component sourcing assistance

Tax rates:

General corporate income tax:	
Ontario rate	15.0%
Fed. rate	36.0%
Combined rate	51.0%
Add federal surcharge 1983	2.5%
Combined rate 1983	53.5%
Mfg. & processing corporate income tax	
Ontario rate	14.0%
Fed. rate	30.0%
Combined	44.0%
Add federal surcharge 1983	2.5%
Combined rate 1983	46.5%
Small business income tax:	
Ontario rate	10.0%
Federal rate	15.0%
(small mfg. firms taxed at 10%)	
Subtract Onatario abatement (until May 1985)	10.0%
Combined rate 1983	15.0%
Corporate capital tax:	⅓ of 1% paid-up capital
Sales Tax	7%
Personal income tax	48% of federal
Plus Ontario surtax (1983/84)	5% of basic Ontario income
Gasoline tax Oct. '83/Ontario	
Regular leaded	7.9¢/litre
Regular unleaded	8.3¢/litre
Premium, leaded and unleaded	8.5¢/litre

Advanced education facilities:

Four-year colleges and universities	16
Colleges of applied arts & technology	22

Labor analysis:

High school graduates	167,569
Mfg. workers in unions	41.2%

Source: **Ontario Ministry of Industry & Tourism**

Population

Cities over 25,000

	Census 1981	Estimate 1983
	—Thousands—	
ONTARIO	8,625.1	8,764.2
Ajax	25.5	32.9
Barrie	38.4	39.8
Belleville	34.8	35.5
Brampton	149.0	161.6
Brantford	74.3	78.1
Burlington	114.9	116.2
Caledon	26.6	30.8
Cambridge	77.1	79.1
Chatham	40.9	41.5
Cornwall	NA	46.5
Guelph	71.2	74.9
Halton Hills	NA	35.9
Hamilton	306.4	304.4
Kingston	52.6	51.8
Kitchener	139.7	144.6
London	254.3	259.8
Markham	77.0	79.6
Milton	NA	28.9
Mississauga	315.0	325.4
Newcastle	NA	27.9
Newmarket	29.8	31.0
Niagara Falls	71.0	71.8
North Bay	51.2	51.0
North York	559.6	NA
Oakville	75.8	78.8
Oshawa	117.6	120.9
Ottawa	295.1	298.4
Peterborough	60.6	61.0
Pickering	37.8	40.2
Richmond Hill	37.8	41.2
St. Catharines	124.0	125.6
St. Thomas	NA	28.3
Sarnia	50.8	52.7
Sault Ste. Marie	82.7	86.1
Stoney Creek	36.7	37.2
Stratford	26.3	27.2
Sudbury	91.8	91.2
Thunder Bay	112.5	112.9
Timmins	NA	47.3
Toronto	599.2	592.6
Vaughan	29.7	NA
Waterloo	49.4	49.3
Welland	NA	46.6
Whitby	36.7	38.3
Windsor	192.0	192.6
Woodstock	26.4	26.3

NA = not available

Census Metropolitan Areas

	Census 1981	Estimate 1983
	—Thousands—	
Hamilton	542.1	548.8
Kitchener	287.8	295.4
London	283.6	288.6
Oshawa	154.2	159.2
Ottawa — Hull	718.0	730.9
St. Catharines — Niagara	304.3	306.4
Sudbury	150.0	149.6
Thunder Bay	121.3	122.0
Toronto	2,999.0	3,053.9
Winasor	246.1	245.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Hours and Earnings—7/83**

Employment Thousands	Weekly Hours	Hourly Earnings $
ONTARIO		
894.5	38.3	10.42
Barrie		
3.4	37.5	10.18
Brantford		
12.9	37.7	10.07
Brockville		
5.2	39.3	10.94
Chatham		
4.9	39.1	12.91
Cornwall		
4.6	41.1	11.15
Guelph		
12.0	37.7	9.77
Hamilton		
68.6	38.7	11.92
Kingston		
6.4	39.5	12.14
Kitchener		
45.1	38.6	9.16
London		
23.1	37.2	10.46
Oshawa		
25.6	40.9	12.71
Ottawa		
16.4	39.4	11.06
Ottawa-Hull		
23.4	39.4	11.10
Peterborough		
13.0	35.8	9.12
Sarnia		
11.7	37.8	14.67
St. Catharines-Niagara		
30.0	40.7	12.72
Toronto		
389.0	38.8	9.51
Windsor		
34.4	42.5	12.77

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/83

Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
ONTARIO		
4,568	387	8.5

(figures are unadjusted for seasonal variation)

IF YOUR BUSINESS IS READY TO MOVE, PETERBOROUGH IS READY TO MEET YOU HALF WAY.

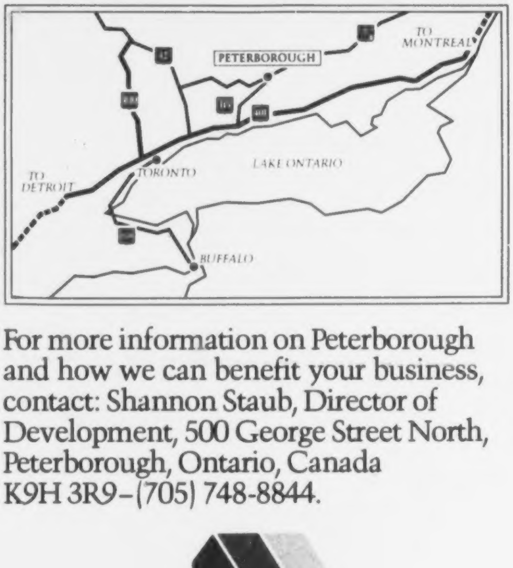
Right now, the City of Peterborough is a better deal than ever for business or industry considering relocation. Through the new Federal Government Industrial and Regional Development Program, IRDP, locating in Peterborough could potentially mean having as much as 50 to 75% of your total costs defrayed. If you choose Peterborough now, you're already half way there.

IRDP provides financial assistance in the form of grants, participation loans, and loan guarantees. Assistance is available to qualifying businesses, when building a new facility or purchasing an existing building in Peterborough to establish a new business venture.

When you combine that kind of financial aid with all the other benefits Peterborough has to offer, you'll get the full picture.

Peterborough has an excellent location just 90 minutes from Toronto; 35 minutes by air. We're located right on major transportation routes including the CN and CP lines. Our truck transportation rates from Peterborough to Toronto are comparable to costs for transporting across part of Toronto. And we have an abundance of available, fully serviced industrial parkland at a fraction of the cost of locating in other major centres.

Combine all that with IRDP financial support, and you'll see why in Peterborough, you get more for half the price.



For more information on Peterborough and how we can benefit your business, contact: Shannon Staub, Director of Development, 500 George Street North, Peterborough, Ontario, Canada K9H 3R9–(705) 748-8844.

CITY OF PETERBOROUGH

A DIFFERENT VIEW OF TOMORROW THAT CAN COST 50% LESS TODAY.

Circle 135 on Brochure Service Card

Industrial Mix—7/83*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	894.5	38.8	10.42
DURABLE GOODS	468.8	39.5	10.95
NONDURABLE GOODS	425.7	38.0	9.74
Food and Beverages—**SIC 101-109**	93.0	37.5	9.87
Tobacco Processing and Products—**SIC 151-153**	2.8	36.1	14.30
Rubber and Plastic Products—**SIC 162-165**	42.0	39.4	9.14
Leather Products—**SIC 172-179**	13.8	37.7	6.43
Textile Products—**SIC 181-189**	29.0	39.2	8.88
Knitting Mills—**SIC 231-239**	7.3	37.6	6.10
Clothing—**SIC 243-249**	22.5	34.9	6.02
Wood Products—**SIC 251-259**	24.5	40.3	8.54
Furniture and Fixtures—**SIC 261-268**	27.2	39.1	7.71
Paper and Allied Industries—**SIC 271-274**	44.8	39.5	12.51
Printing, Publishing and Allied Industries—**SIC 286-289**	59.1	36.0	10.54
Primary Metal Industries—**SIC 291-298**	63.5	39.7	13.02
Metal Fabricating Industries—**SIC 301-309**	98.9	38.1	10.04
Machinery, except Electrical—**SIC 311-318**	52.6	37.6	11.30
Transportation Equipment—**SIC 321-329**	110.5	41.6	12.17
Electrical Products—**SIC 331-339**	68.4	38.2	9.62
Nonmetallic Mineral Products—**SIC 351-359**	23.2	40.3	10.96
Petroleum and Coal Products—**SIC 365-369**	14.3	41.2	14.97
Chemicals and Chemical Products—**SIC 372-379**	50.6	38.7	11.16
Miscellaneous Manufacturing Industries—**SIC 391-399**	46.5	38.4	8.31

*for employees paid by the hour, including overtime

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Barrie 1 (Toronto)
Belleville 1, 2 (Peterborough)
Brampton 1, 2 (Toronto)
Brantford 1, 2 (Hamilton)
Burlington 1, 2 (Hamilton)
Cambridge 1 (Hamilton)
Chatham 1, 2, 3, 6 (Windsor)
Cornwall 1, 2 (Ottawa)
Guelph 1, 2 (Hamilton)
Halton Hills (Toronto)
Hamilton 1, 2, 24
Kingston 1, 2, 30
Kitchener 1, 2 (Hamilton)
London 1, 2, 10, 13
Markham 1 (Toronto)
Mississauga (Toronto)
Newcastle 1, 2 (Toronto)
Newmarket 1 (Toronto)
Niagara Falls 1, 3 (34 through Niagara Falls, NY)
North Bay 1, 2, 4, 10, 26, 38, 40
Oakville 1, 2 (Toronto)
Oshawa 1, 2 (Toronto)
Ottawa 1, 2, 10, 13, 18, 19, 24, 33, 37, 39 40
Peterborough 1, 2, 33
Pickering 1 (Toronto)
Richmond Hill 1 (Toronto)
St. Catharines 1 (34 through Niagara Falls, NY)
St. Thomas 1, 2, 3, 6 (London)
Sarnia 1, 6, 13
Sault Ste. Marie 2, 4, 5, 10, 24, 38
Stoney Creek 1 (Hamilton)
Stratford 1 (London)
Sudbury 1, 2, 4, 10, 38, 40
Thunder Bay 1, 2, 4, 10, 24, 35, 36, 38
Timmins 4, 10, 35, 38
Toronto 1, 2, 9 to 32
Waterloo 1, 2 (Hamilton)
Welland 1, 3, 7 (34 through Niagara Falls, NY)
Whitby 1, 2 (Toronto)
Windsor 1, 2, 3, 6, 7, 10, 40
Woodstock 1, 2 (London)

Railroads

1. Canadian National
2. Canadian Pacific
3. Norfolk & Western
4. Ontario Northland
5. Algoma Central
6. Chessie System
7. Conrail

Airlines

9. Aeromexico
10. Air Canada
11. Air France
12. Air Jamaica
13. Air Ontario
14. Alitalia
15. American
16. British Airways
17. BWIA Int'l
18. CP Air
19. Eastern
20. Eastern Provincial
21. KLM
22. Lufthansa
23. Mall Airways
24. Nordair
25. Pacific Western
26. Pem Air Limited
27. Quebecair
28. Republic
29. Swissair
30. Torontair
31. United
32. U.S. Air
33. Air Atonabee
34. Air Niagara
35. Austin Airways
36. Bearskin Lake Air Service
37. First Air
38. Noront Air
39. Pilgrim Airlines
40. Voyageur Airways

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: numerals following name of city designate utilities listed below.
"e" = electric "g" — gas

Barrie — 10e, 23g
Belleville — 32e, 33g
Brampton — 34e, 23g
Brantford — 1e, 19g
Cambridge — 45e
Chatham — 26e, 19g
Cornwall — 27e, 33g
Guelph — 3e, 19g
Halton Hills — 46e
Hamilton — 31e, 19g
Kingston — 5eg, 33g
Kitchener — 6eg
London — 7e, 19g
Markham — 37e, 23g
Mississauga — 38e, 23g
Newcastle — 30e
Newmarket — 35e, 23g
Niagara Falls — 24e, 23g
North Bay — 20e, 33g
Oakville — 36e, 19g
Oshawa — 8e, 23g
Ottawa — 4e, 23g
Peterborough — 9e, 23g
Richmond Hill — 39e, 23g
St. Catharines — 11e, 23g
St. Thomas — 40e, 19g
Sarnia — 12e, 19g
Sault Ste. Marie — 14e, 33g
Stoney Creek — 43e, 19g
Stratford — 44e, 19g
Sudbury — 15e, 33g
Thunder Bay — 2e, 33g
Timmins — 16e, 33g
Toronto — 17e, 23g
Waterloo — 22e, 19g
Welland — 29e, 23g
Whitby — 41e, 23g
Windsor — 18e, 19g
Woodstock — 21e, 19g

1. Public Utilities Cmsn.
   Box 308, Brantford N3T 5N8
2. Hydro-Electric Cmsn.
   34 N. Cumberland St. "P"
   Thunder Bay P7A 4L4
3. Board of Light & Heat Cmsrs.
   104 Dawson Road
   Guelph N1H 1A7
4. Hydro-Electric Cmsn.
   Box 8700, Ottawa K1G 3S4
5. Public Utilities Cmsn.
   Box 790, Counter St., Kingston K7L 4X7
6. Public Utilities Cmsn.
   (Hydro Elect. Cmsn.)
   P.O. Box 1118 (Box 9010)
   Kitchener N2G 4G7 (N2G 4L2)
7. Public Utilities Cmsn.
   Box 2700, Terminal "A", London N6A 4H6
8. Public Utilities Cmsn.
   100 Simcoe St. S., Oshawa L1H 7M7
9. Utilities Cmsn.
   Box 449, Peterborough K9J 6Z5
10. Public Utilities Cmsn.
    Box 7000, Barrie L4M 4V8
11. Public Utilities Cmsn.
    Box 83, St. Catharines L2R 6R8
12. Hydro Electric Cmsn.
    Box 2140, Sarnia N7T 7L6
14. Public Utilities Cmsn.
    765 Queen St. E., Sault Ste. Marie

P6A 2A8
15. Hydro-Electric Cmsn.
Box 250, Sudbury P3E 4P1
16. Ontario Hydro
700 University Ave., Toronto
M5G 1X6
17. Hydro Electric System
14 Carlton St., Toronto M5B 1K5
18. Utilities Commission
787 Quellette Ave., Box 1625
Windsor N9A 5T7
19. Union Gas Ltd.
50 Keil Dr. N.
Chatham N7M 5M1
20. Hydro-Electric Cmsn.
1350 Fisher St., North Bay P1B 2H1
21. Public Utilities Cmsn.
Box 245, Woodstock N4S 7X4
22. Hydro Electric Cmsn.
Box 640, Waterloo N2J 4A3
23. The Consumers' Gas Co.
One First Canadian Pl.
P.O. Box 90, Toronto M5X 1C5
24. Hydro-Electric Cmsn.
Box 120, Niagara Falls L2E 6S9
26. Public Utilities Cmsn.
Box 70, Chatham N7M 5K2
27. Cornwall Electric
1001 Sydney St., Box 1179
Cornwall K6H 5V3
29. Hydro-Electric Cmsn.
Box 280, Welland L3B 5P6
30. Public Utilities Cmsn.
19 King St., W.
Bowmanville L1C 1R2
31. Hydro-Electric Cmsn.
Box 249, Hamilton L8N 3E4
32. Utilities Cmsn.
Box 939, Belleville K8N 5B6
33. Northern & Central Gas Corp., Ltd.
245 Yorkland Blvd.
Toronto M2J 1R1
34. Hydro-Electric Cmsn.
50 Main St., S. Brampton L6W 3P7
35. Hydro-Electric Cmsn.
500 Water St., Newmarket L3Y 1M5
36. Public Utilities Cmsn.
Box 1900, Oakville L6J 5E3
37. Hydro-Electric Cmsn.
Box 1600, Markham L3P 3P2
38. Hydro-Electric Cmsn.
3240 Mavis Rd.
Mississauga L5C 3K1
39. Hydro-Electric Cmsn.
Box 418
Richmond Hill L4C 1T6
40. Public Utilities Cmsn.
Box 400, St. Thomas N5P 3V4
41. Public Utilities Cmsn.
128 Brook St. S., Box 59
Whitby L1N 5R8
43. Hydro-Electric Cmsn.
80 King St., E.
Stoney Creek L8G 1K2
44. Public Utilities Cmsn.
Box 397, Stratford N5A 6T5
45. Hydro-Electric
Box 1060, Cambridge N1R 5X6
46. Public Service Cmsn.
66 Mill St., Georgetown L7G 3H7

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Bismuth (kg)	1	8
Cadmium (kg)	549	1,663
Cobalt (kg)	972	28,445
Copper (kg)	158,220	308,735
Gold (g)	20,068	300,076
Iron ore (metric ton)	3,633	180,905
Lead (kg)	5,697	4,130
Nickel (kg)	62,564	429,271
Platinum group (g)	7,105	82,253
Selenium (kg)	40	416
Silver (kg)	351	110,970
Tellurium (kg)	3	89
Tin (kg)	20	347
Uranium (kg)	5,092	589,057
Zinc (kg)	260,544	279,563
Barite	. . . .	1,300
Gemstones	. . . .	84
Gypsum (metric ton)	574	5,350
Neptheline syenite (metric ton)	550	17,324
Peat (metric ton)	4	806
Quartz (metric ton)	438	8,227
Salt (metric ton)	5,461	87,505
Soapstone, talc, pyrophyllite	. . . .	3,199
Sulfur in smelter gas (metric ton)	284	15,492
Sulphur, elemental (metric ton)	28	2,096
Natural gas (thous. m^3)	434	41,101
Petroleum, crude (m^3)	86	14,755
Clay products	. . . .	52,229
Cement (metric ton)	2,858	204,371
Lime (metric ton)	1,466	89,887
Sand and gravel (metric ton)	62,256	156,525
Stone (metric ton)	23,582	100,278
Grand Total Ontario 1982		**3,148,013**

Environment Controls

Air & Water Pollution

C. E. McIntyre, Dir., Environ. Approvals & Project Engineering Branch, Ontario Ministry of the Environ., 5th flr., 40 St. Clair Ave. W., Toronto, Ontario, M4V 1M2, 416/965-7062

Climate

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
London	21	69	165
Ottawa	12	69	152
Thunder Bay	5	64	141
Toronto	24	71	134
Windsor	24	72	137

Industrial Development Counselors

Province Development Agency

Delaney, Jack R., Mgr.
Site Selection & Munic. Liaison
Ministry of Industry & Trade
900 Bay St. 6th Fl.
Toronto, M7A 2E4
416/965-7299

Utilities, Banks, Areas & Others

Belleville

Bemis, F. E., C.I.D., Cmsr.
Belleville Econ. Dev. Cmsn.
City Hall, 169 Front St., K8N 2Y8
613/962-6211

The Diamond Triangle

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The Diamond Triangle

Richard A. Spence,
Director of Economic Development,
1011 William Street,
Cobourg, Ontario, Canada K9A 4K2
Telephone (416) 372-5481

Circle 118 on Brochure Service Card

Brantford

Berryman, Lloyd F., Dev. Cmsr.
City Hall, 100 Wellington Sq., N3T 2M3
519/759-4150 Ext. 41

Cobourg

Spence, Richard A., Econ. Dev. Dir.
1011 William St., K9A 4K2
416/372-5481

Haldimand-Norfolk

Pukala, Armas, Econ. Dev. Dir.
Regional Municipality of
Haldimand-Norfolk
70 Town Center Dr.
Townsend, N0A IS0
519/587-4911

Durham

Nicol, Robert J., Dev. Off.
Reg. Munic. of Durham
605 Rossland Rd. E., L1N 6A3
416/869-3763

Halton

Fischer, Matthew H.
Reg. Municipality of Halton
1151 Bronte Rd.
P.O. Box 7000, L6J 6E1
416/827-2151

Hamilton-Wentworth

Ghanem, Saad, C.I.D.
Hamilton-Wentworth Reg. Munic.
119 King St. W.
Box 910, L8P 4T9
416/526-4234

Kingston

Pare, G. Cecil, Econ. Dev. Cmsr.
Kingston Area Econ. Dev. Cmsn.
275 Ontario St., Suite 102
K7K 2X5
613/544-2725

Kitchener

Gillies, Archie J., Exec. Dir.
Kitchener Econ. Dev. Group
Box 2367, Station B, N2H 6M2
519/576-5006

Markham

Barton, E.A, Treas. & Ind. Cmsr.
Town of Markham
8911 Woodbine Ave.
(N. of Hwy. #7), L3R 1A1
416/477-7000

Ottawa

Marshall, Wm. A., Pres.
Comm. & Ind. Dev. Corp. of
Ottawa-Carleton
222 Queen St., K1P 5V9
613/236-3500

Pembroke

Campbell, Angus, Mayor
City of Pembroke
1 Pembroke St. E.
P.O. Box 277, K8A 6X3
613/735-6821

St. Catharines

Burke, Kenneth W., Dir.
City Bus. Dev. Dept.
Church St., Box 3012, L2R 7C2
416/688-5600

Thunder Bay

Charbonneau, P. R., Gen. Mgr.
Thunder Bay Econ. Dev. Corp.
203-620 Victoria Ave. E.
P7C 1A9
807/345-1011

Toronto

Doty, Robert V., Reg. Mgr.,
CN Rail, 20 York St., Suite 145
M5J 1E7
416/365-3456

Fredericks, H. A., Econ. Dev. Dir.
Toronto Plng. & Dev. Dept.
18th Fl., East Tower
City Hall, M5H 2N2
416/367-7570

Marshall, James G., C.I.D.
Mgr. Ind. Dev. Great Lakes Reg.
CN Rail, 416 Union Station, M5J 1E7
416/860-2444

McHugh, I. Naish, Ind. Dev. Off.
Plng. & Dev. Dept.
18th Fl., West Tower
City of Toronto
New City Hall, M5H 2N2
416/367-7570

Mepham, James C., Mgr.
Acquisition Services
Commercial Dev. Div.
The Toronto Dominion Bank
Toronto Dominion Centre
P.O. Box 1, M5K 1A2
416/866-8182

Scott, Douglas N., Supt.
Corp. Banking Div.
Canadian Imperial Bank of Commerce
Commerce Ct. W.-7, M5L 1A2
416/862-3653

Windsor

Moore, James R., Dev. Cmsr.
Windsor-Essex Cty. Dev. Comm.
Place Goyeau (at Chatham)
N9A 2W1
519/255-9200

PRINCE EDWARD ISLAND

Province Information

Financial assistance to industry:

- Financial and technical marketing assistance
- Provincial loans and incentives for capital projects

Tax rates:

Corporate income tax	10%
Personal income tax	52.2% of basic federal

Real property tax:

Residential	$.65/$100
Non-commercial	$.75/$100
Commercial	$1.50/$100
Sales tax	10%

Advanced education facilities:

Four-year colleges and universities	1
Two-year or junior colleges	1
Vocational and business schools	4

Source: **Prince Edward Island Department of Industry**

Population

	Census 1981	Estimate 1983
	—Thousands—	
PRINCE EDWARD ISLAND	122.5	123.0

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Hours and Earnings—7/83**

	Employment Thousands	Weekly Hours	Hourly Earnings $
PRINCE EDWARD ISLAND	3.3	39.2	6.70
Charlottetown	1.3	38.4	8.21

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/83

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
PRINCE EDWARD ISLAND	57	6	10.1

(figures are unadjusted for seasonal variation)

Industrial Mix—7/83*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	3.3	39.2	6.70
Food and Beverages—SIC 100-109	2.2	39.7	6.61

*for employees paid by the hour, including overtime

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below.

Charlottetown 1, 2, 3

Railroads

1. Canadian National

Airlines

2. Air Canada
3. Eastern Provincial

Utilities

Electric Utility Serving Charlottetown

Maritime Electric Co., Ltd., Box 1328, 134 Kent St., Charlottetown C1A 7N2

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Sand and gravel (metric ton)	1,136	1,774
Grand Total Prince Edward Island 1982		**1,774**

Environment Controls

Air & Water Pollution

Prince Edward Island Dept. of Community Affairs, Box 2000, Charlottetown, C1A 7N8, 902/892-3561

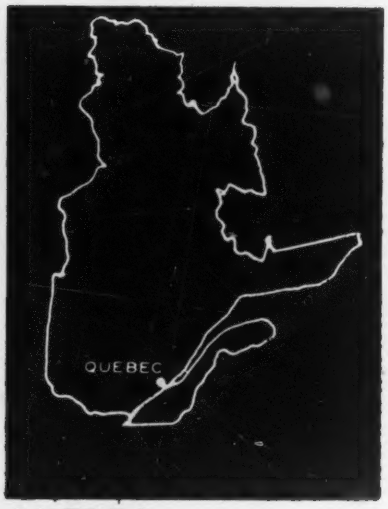
Climate

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Charlottetown	20	65	169

Industrial Development Counselors

Province Development Agency

Hon. Patrick G. Binns, Minister
Prince Edward Island Dept. of Industry
Box 2000, Charlottetown, C1A 7N8
902/892-5445



QUEBEC

Province Information

Consulting services:
- Product and market information
- Site selection
- Joint venture partners
- Licensing agreement

Financial assistance to industry:
- Tax incentives
- Aid for job training
- Investment grants
- Financing at low interest

Tax rates:
- Corporate income tax............13-35.5% — 1984 (inc. Canadian)
- Personal income tax.........Max. 45.5% — 1984 (inc. Canadian)
- Sales tax....................... manufacturers generally exempted
- Personal property tax ....$3.00 to $4.00/$100
- Incorporation tax ....0.45% capital stock

Advanced education facilities:
- Three-year colleges and universities 7
- Two-year or junior colleges vocational and business training schools.....37

Source: **Quebec Department of Industry, Commerce & Tourism**

Population

Cities over 25,000

	Census 1981	Estimate 1983
	—Thousands—	
QUEBEC	6,438.4	6,509.3
Alma	26.2	26.9
Anjou	37.3	38.5
Aylmer	26.7	28.1
Beauport	60.4	61.8
Boucherville	29.7	29.2
Brossard	52.2	52.1
Cap-de-la Madeleine	32.6	32.4
Charlesbourg	68.3	69.4
Chateauguay	36.9	36.4
Chicoutimi	60.1	59.3
Cote-St-Luc	27.5	29.6
Dollard-des-Ormeaux	39.9	41.3
Drummondville	27.3	26.3
Gatineau	75.0	76.2
Granby	38.0	38.1
Hull	56.2	54.7
Jonquiere	60.4	60.9
Lachine	37.5	37.0
LaSalle	76.3	74.3
Laval	268.3	271.0
Longueuil	124.3	126.9
Montreal	980.3	965.2
Montreal-Nord	95.0	91.7
Pierrefonds	38.4	40.0
Pointe-aux-Trembles	36.2	37.5
Quebec	166.4	165.6
Repentigny	34.4	36.2
Rimouski	29.1	29.4
St. Eustache	29.7	31.2
Ste. Foy	68.9	66.3
St. Hubert	60.5	63.8
St. Hyacinthe	38.2	38.9
St. Jean-sur-Richelieu	35.6	36.2
St. Jèrôme	25.1	25.6
St. Laurent	66.0	66.9
St. Leonard	79.4	80.6
Sept-Iles	29.2	28.2
Sherbrooke	74.1	74.7
Trois-Rivieres	50.5	50.3
Salaberry-de-Valleyfield	29.6	30.1
Verdun	61.3	58.9

Census Metropolitan Areas

	Census 1981	Estimate 1983
	—Thousands—	
Chicoutimi — Jonquiere	135.1	136.5
Montreal	2,828.3	2,846.0
Quebec	576.1	580.1
Trois Rivières	106.0	112.4

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Hours and Earnings—7/83**

	Employment Thousands	Weekly Hours	Hourly Earnings $
QUEBEC	487.0	38.3	9.75
Chicoutimi	11.7	39.7	14.16
Drummondville	5.7	35.8	8.82
Montreal	255.0	37.7	9.41
Quebec City	19.3	37.1	10.18
Shawinigan	7.8	38.5	10.77
Sherbrooke	6.0	38.3	8.91
Sorel	5.4	39.1	12.42
St-Hyacinthe	6.6	37.2	6.90
Trois Rivieres	9.4	39.9	12.25

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/83

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
QUEBEC	3,009	379	12.6

(figures are unadjusted for seasonal variation)

Industrial Mix—7/83*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	487.0	38.3	9.75
DURABLE GOODS	189.3	39.1	10.13
NONDURABLE GOODS	297.7	37.7	9.48
Food and Beverages—**SIC 100-109**	58.4	37.8	9.63
Tobacco Products—**SIC 150-153**	4.3	35.1	14.64
Rubber and Plastic Products—**SIC 162-165**	12.3	38.9	8.07
Leather Products—**SIC 172-179**	11.2	37.8	6.25
Textile Products—**SIC 180-189**	28.8	38.2	7.69
Knitting Mills—**SIC 230-239**	10.5	40.0	6.27
Clothing—**SIC 243-249**	51.9	34.8	6.82
Wood Products—**SIC 250-259**	34.1	40.8	8.11
Furniture and Fixtures—**SIC 261-268**	17.5	37.3	7.83
Paper and Allied Industries—**SIC 271-274**	43.0	39.6	13.16
Printing, Publishing and Allied Industries—**SIC 286-289**	28.8	35.1	11.61
Primary Metal Industries—**SIC 291-298**	25.8	40.2	13.37
Metal Fabricating Industries—**SIC 301-309**	31.5	38.6	9.97
Machinery, Except Electrical—**SIC 311-318**	17.4	37.5	10.25
Transportation Equipment—**SIC 321-329**	27.4	39.5	11.75
Electrical Products—**SIC 331-339**	24.5	37.4	9.98
Nonmetallic Mineral Products—**SIC 351-359**	11.2	40.5	10.96
Petroleum and Coal Products—**SIC 365-369**	3.3	40.8	15.39
Chemicals and Chemical Products—**SIC 372-379**	24.5	40.0	10.07
Miscellaneous Manufacturing Industries—**SIC 391-399**	20.6	37.7	7.88

*for employees paid by the hour, including overtime

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses. (M) = Montreal.

Alma (Quebec)
Anjou (M)
Aylmer 2 (Ottawa, Ont.)
Beauport 1 (Quebec)
Boucherville 1 (M)
Brossard 1 (M)
Cap de la Madeleine 2 (Quebec)
Charlesbourg 1 (Quebec)
Chateauguay 3 (M)
Chicoutimi 1 (35, 36 through Saguenay)
Cote-St.-Luc (M)
Dollard-des Ormeaux (M)
Drummondville 1, 2 (M)
Gatineau 2, 36
Granby 1 (M)
Hull 2 (Ottawa, Ont.)
Jonquiere 1 (35, 36 through Saguenay)
Lachine 1, 2 (M)
LaSalle 2, 3 (M)
Laval (Ville de) (M)
Longueuil 1 (M)
Montreal 1, 2, 3, 6 to 12, 14 to 35, 37 to 42
Montreal N. 1 (M)
Outremont 2, 3 (M)
Pointe-aux-Trembles 1 (M)
Pointe Claire 1, 2 (M)
Quebec City, 1, 2, 9, 32, 35, 36
Rimouski 1, 13
Ste. Foy 1 (Quebec)
St. Hubert 1 (M)
St. Hyacinthe 1, 2 (M)
St. Jean 1 (M)
St. Jerome 1, 2 (M)
St. Laurent 1 (M)
St. Leonard 1, 36
Sept-Iles 4, 9, 13, 35
Sherbrooke 1, 2 (M)
Trois Rivieres 1, 2 (Quebec)
Valleyfield 1, 3 (M)
Verdun (M)

Railroads

1. Canadian National
2. Canadian Pacific
3. Conrail
4. Quebec North Shore & Labrador

Airlines

6. Aeroflot
7. Aerolineas Argentinas
8. Air Atonabee
9. Air Canada
10. Air France
11. Air India
12. Air Ontario
13. Air Satellite
14. Alitalia
15. American
16. British Airways
17. CP Air
18. Cubana
19. Czechoslovak
20. Delta
21. Eastern
22. Eastern Provincial
23. El Al
24. Empire
25. Finnair
26. First Air
27. Iberia
28. KLM
29. LOT
30. Lufthansa
31. Mall Airways
32. Nordair
33. Pem Air Limited
34. Pilgrim Airlines
35. Quebecair
36. Quebec Aviation Ltee
37. Republic
38. Royal Air Maroc
39. Sabena
40. Swissair
41. TAP Air Portugal
42. USAir

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Alma — 1e, 7e
Anjou — 1e, 2g
Aylmer — 1e, 3g
Beauport — 1e
Boucherville — 1e, 2g
Brossard — 1e, 2g
Cap de la Madeleine — 1e
Charlesbourg — 1e
Chateauguay — 1e
Chicoutimi — 1e
Cote-St-Luc — 1e, 2g
Dollard-des-Ormeaux — 1e, 2g
Drummondville — 1e
Gatineau — 1e, 3g
Granby — 1e
Hull — 1e, 3g
Jonquiere — 4e
Lachine — 1e, 2g
LaSalle — 1e, 2g
Laval — 1e, 2g
Longueuil — 1e, 2g
Montreal — 1e, 2g
Montreal N — 1e, 2g
Outremont — 1e, 2g
Pierrefonds — 1e, 2g
Pointe-aux-Trembles — 1e, 2g
Pointe Claire — 1e, 2g
Quebec City — 1e
Repentigny — 1e
Rimouski — 1e
Ste. Foy — 1e
St. Hubert — 1e, 2g
St. Jean — 1e
St. Jerome — 1e
St. Laurent — 1e
St. Leonard — 1e, 2g
Sept-Iles — 1e
Sherbrooke — 6e, 5g
Trois Rivieres — 1e
Valleyfield — 1e, 2g
Verdun — 1e, 2g

1. Hydro-Quebec
   75 Dorchester Blvd. W., Montreal
   H2Z 1A4
2. Gaz Metropolitain, Inc.
   1155 Dorchester W., Suite 3201
   Montreal H3B 3S7
3. Gazifere Inc.
   125 Jean Proulx, Hull J8Z 1T4
4. Jonquiere Electric Dept.
   1710 Ste.-Famille, Jonquiere G7X
   7W7
5. Gas du Quebec
   1717 Du Havre, Montreal H2K 2X3
6. Hydro-Sherbrooke
   1800 rue Roy, Sherbrooke J1K 1B6
7. Alma Electric System
   Lac St. Jean, Alama G8B 3R1

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	135	410
Columbium (Cb_2 O_5) (kg)	3,086	20,832
Copper (kg)	94,977	185,329
Gold (g)	25,831	386,261
Iron ore (metric ton)	12,984	428,335
Iron, remelt	. . . .	103,614
Molybdenum (kg)	377	4,030
Selenium (kg)	146	1,502
Silver (kg)	55	17,507
Tellurium (kg)	10	311
Zinc (kg)	67,002	71,893
Asbestos (metric ton)	745	298,143
Magnesitic dolomite and brucite	. . . .	8,216
Peat (metric ton)	203	16,802
Pyrite, pyrrhotite (metric ton)	20	220
Quartz (metric ton)	742	. . . .
Soapstone, talc, pyrophyllite	. . . .	1,709
Sulfur in smelter gas (metric ton)	73	11,265
Clay products	. . . .	14,047
Cement (metric ton)	2,260	148,037
Lime (metric ton)	352	26,691
Sand and Gravel (metric ton)	41,932	66,060
Stone (metric ton)	25,060	106,989
Grand Total Quebec 1982		**2,065,011**

Environment Controls

Air & Water Pollution

Guy Audet, Mgr. Dept. of the Environ., 2360, Chemin Ste-Foy, Quebec, GIV 4H2, 418/643-7456

Climate

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Montreal	16	71	164
Quebec	11	67	164
Sherbrooke	15	68	170

Saskatchewan

Industrial Development Counselors

Province Development Agency

Jones, Robert G., Dir.
Industrial Promotion Service
Dept. of Industry, Commerce & Tourism
Gov't of Quebec
1, Place Ville Marie, Suite 2300
Montreal H3B 3M6
514/873-3530

The following companies share three things:

AYERST LABORATORIES BENDIX
CAE ELECTRONICS CANADAIR
AES DATA DEUTZ DIESEL A.B. DICK
SR TELECOM ROBERT MITCHELL
MOTOROLA SONY COSMAIR
GENERAL DYNAMICS SQUIBB
MEMOTEC MICOM VELAN ESSILOR
HOECHST NORTHERN TELECOM
CANADIAN GENERAL ELECTRIC
ICN CONTROL DATA LITTON ASEA
XEROX TEXAS INSTRUMENTS SILONEX
CALCOMP DIGITAL EQUIPMENT
PERKIN-ELMER TRW DATA PRODUCTS
...ETC.

Saint-Laurent - high tech centre of Greater Montreal

Saint-Laurent
economic
development
corporation

Charles Robitaille, General Manager,
Saint-Laurent Economic Development
Corporation,
777, boulevard Laurentien,
Saint-Laurent, Quebec
CANADA H4M 2M7 (514) 744-7300

Circle 136 on Brochure Service Card

Railroads

Industrial development directors are listed in Transportation Index, page 25.

Utilities, Banks, Areas & Others

Drummondville

Bernier, Philippe, Pres.
Ind. Corp. of Drummondville
415, rue Lindsay J2B 1G8
819/478-8295

Granby

Boivin, Horace P., Ind. Cmsr.
Hotel de Ville
87 rue Principale, J2G 2T8
514/372-6671

Hull

Materazzi, Frank, Ind. Cmsr.
Ind. & Comm. Dev. Div.
Société d' aménagement de l'Outaouais
25 Laurier St.
P.O. Box 1666, J8X 3Y5
819/770-1500

Montreal

Birchall, Ray
Bus. Dev. & Promo. Office
CN Rail
P.O. Box 8100, H3C 3N4
514/877-4592
Bleau, J. Andre, Dir.
Reg. Bureau, Ministry of Ind., Commerce & Tourism, Gov't. of Quebec
23è étage
1 Place Ville-Marie, H3B 3M6
514/873-5240
Dussault, Jean B., Mgr., Bus. Dev.
Royal Bank of Canada
2ème étage
1 Place Ville-Marie, H3B 4A7
514/874-5750
Flintoft, John D., Ind. Dev. Mgr.
Canadian Pacific Railways
Room 332
Windsor Station, H3C 3E4
514/395-7078
Girard, Ghislain L.
Dept. of Ind., Trade & Tourism
1 Place Ville Marie, H3B 3M6
514/873-6776
Henley, Douglas C., Mgr., Bus. Dev.
Milburn, Joel A., V.P. Bus. Dev.
Royal Bank of Canada
1 Place Ville Marie
Box 6001, H3C 3A9
514/874-2304
Joly, Olivier, Dir. Ind. Expans.
CN Rail
C.P. 8107, 800 Blvd. Dorchester Ouest, H3N 3N3
514/877-3559
Lebrun, Francois
Ind. Dev. Society of Quebec
Bureau 4205, Tour de La Bourse
C.P. 276, H4Z 1E8
514/873-4375
Simms, D. N., Dir.
Ind. Dev., Mktg. & Sales
Canadian Pacific Railways
1134 St. Catherines St. W.
H3B 1H4
514/395-6573

Quebec City

Brassard, Gerald
Societe Inter-Port de Quebec
17 rue St. Louis, G1R 3Y8
418/643-8713

Repentigny

Landry, Rene M., Exec. Dir.
Econ. Dev. Corp.
435 Blvd. Iberville, J6A 2B6
514-585-2660

Rivière-de-Loup

Joncas, André J., Ind. Cmsr.
Rivière-de-Loup Ind. Promo. Corp.
55 rue Hôtel-de-ville, G5R 1L4
418/862-1823

St. Hyacinthe

Desrosiers, Guy, Dir.
Ind. Promotion Corp.
Suite 101
1555 rue Girouard, J2S 2Z6
514/773-4232

Saint-Jean-Sur-Richelieu

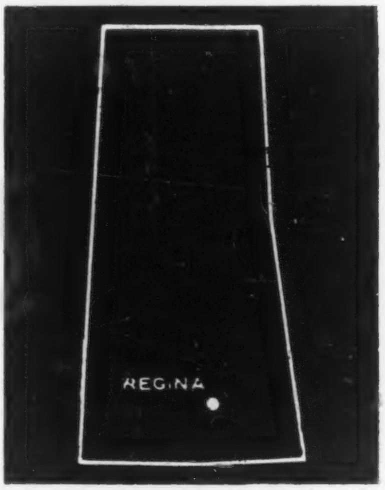
Heroux, Etienne, Ind. Cmsr.
Econ. Council
109 rue Richelieu, J3B 6X2
514/347-2222

Saint Laurent

Robitaille, Charles, Dir.
Saint-Laurent Econ. Dev. Dept.
777 Blvd. Laurentien, H4M 2M7
514/744-6411

Sherbrooke

Mignault, Daniel Ind. Cmsr.
City of Sherbrooke
Box 1355, J1H 5L9
819/565-3216



SASKATCHEWAN

Province Information

Financial assistance to industry:

- Aid for job training
- Management development assistance
- Promotion of new products
- Market and feasibility studies

Tax rates:

Basic federal corp. tax	46%
Basic provincial tax (If qualified for small business deduction; otherwise 14%)	10%
Personal income tax	53% of fed. tax plus 10% surtax on any provincial taxes over $4000. A 9% reduction of fed. tax is allowed subsequent to 1979; minimum ded. $200, max. $500.
Sales tax	5%

Advanced education facilities:

Universities	2
Institutions of applied arts & sciences	3
Two-year or junior colleges	14
Vocational and business schools	4

Source: **Saskatchewan Economic Development & Trade.**

Population

Cities over 25,000

	Census 1981	Estimate 1983
	—Thousands—	
SASKATCHEWAN	968.3	985.8
Moose Jaw	33.9	NA
Prince Albert	31.4	33.5
Regina	162.6	164.0
Saskatoon	154.2	164.3

NA = not available

Census Metropolitan Areas

	Census 1981	Estimate 1983
	—Thousands—	
Regina	164.3	165.8
Saskatoon	154.2	164.3

Labor

EMPLOYMENT, HOURS & EARNINGS

*Manufacturing Payrolls, Average Hours and Earnings—7/83**

	Employment Thousands	Weekly Hours	Hourly Earnings $
SASKATCHEWAN	20.7	35.1	11.02
Regina	6.4	33.6	12.12
Saskatoon	6.8	35.2	10.62

*for employees paid by the hour, including overtime

Unemployment

Work Force and Rate—10/83

	Work Force Thousands	Unemployed Thousands	Unemployment Per Cent
SASKATCHEWAN	483	31	6.4

(figures are unadjusted for seasonal variation)

*Industrial Mix—7/83**

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	20.7	35.1	11.02
DURABLE GOODS	9.3	35.0	11.21
NONDURABLE GOODS	11.4	35.2	10.83
Food and Beverages—**SIC 101-109**	5.0	33.5	10.89
Wood—**SIC 251-259**	1.2	35.6	11.22
Printing, Publishing, and Allied Industries—**SIC 286-289**	2.5	32.9	9.10
Metal Fabricating Industries—**SIC 301-309**	1.7	37.5	12.46
Machinery, Except Electrical—**SIC 311-318**	1.6	36.3	9.43
Electrical Products—**SIC 331-339**	1.2	35.1	9.83

Non-Metallic Mineral Products—SIC 351-359			
	1.0	37.6	11.53
Petroleum and Coal Products—SIC 365-369			
	0.4	38.4	14.82

*for employees paid by the hour, including overtime

Transportation

Railroads and Airlines Serving Cities of 25,000 or More

Note: Numerals following name of city designate agencies listed below. Nearest airport is shown in parentheses.

Moose Jaw 1, 2 (Regina)
Prince Albert 1, 2, 3, 6
Regina 1, 2, 4 to 7
Saskatoon 1, 2, 4 to 7

Railroads

1. Canadian National
2. Canadian Pacific

Airlines

3. Aero Trades (Western)
4. Air Canada
5. Frontier
6. Norcanair
7. Pacific Western

Utilities

Electric and Gas Utilities Serving Cities Over 25,000

Note: Numerals following name of city designate utilities listed below.
"e" = electric "g" = gas

Moose-Jaw — 1eg
Prince Albert — 1eg
Regina — 1eg
Saskatoon — 2e, 1g

1. Saskatchewan Power Corp.
   2025 Victoria Ave. Regina S4P 0S1
2. Saskatoon Electric Dept.
   414 Ave. B South, Saskatoon
   S7M 1M8

Raw Materials

Mineral Production

	Quantity Thousands	Value $ Thousands
Cadmium (kg)	7	20
Copper (kg)	4,898	9,557
Gold (g)	271	4,056
Selenium (kg)	6	61
Silver (kg)	5	1,471
Tellurium (kg)	1	29
Uranium (kg)	2,551	248,411
Zinc (kg)	4,945	5,306
Peat (metric ton)	4	609
Potash (K_2O) (metric ton)	5,309	630,562
Quartz (metric ton)	99	1,066
Salt (metric ton)	434	18,675
Sodium sulfate (metric ton)	. . . .	43,777
Coal (metric ton)	7,494	73,950
Natural gas (thous. m³)	1,434	27,344
Natural gas by-products (m³)	75	7,064
Petroleum, crude (m³)	8,122	1,191,980
Clay products	. . . .	3,349
Cement (metric ton)	204	22,345
Sand and gravel (metric ton)	8,512	21,001
Grand Total Saskatchewan 1982		**2,312,503**

Environment Controls

Air & Water Pollution

Saskatchewan Dept. of the Environ.,
Humford House — 1855 Victoria Ave.,
Regina, S4P 3V5, 306/565-6167

Industrial Development Counselors

Province Development Agency

Moroz, Don, Dpty. Minister
Saskatchewan Econ. Dev. & Trade
Fostad, Dale, Dpty. Minister
Saskatchewan Tourism & Small Business
2103 11th Ave.
Regina, 34P 3V7
306/565-2232

FOREIGN DEVELOPMENT AGENCY CONTACTS

ENGLAND

Bradford
Harry Bexon, Ind. Dev. Off.
Econ. Dev. Unit
Bradford Council
City Hall
Bradford, BD1 1HY

Bristol
Mike West, Econ. Dev. Off.
The City of Bristol
The Council House
College Green
Bristol, Avon, BS1 5TR
Telephone: (0272) 26031/291620 Ext. 390
Telex: 449714 BRIEDO G

Cleveland
John Gillis, County Plng. Off.
Cleveland County
Gurney House, Gurney Street
Middlesbrough, Cleveland, TS1 1QT
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Telex: 58439

Cornwall
John Rees-Evans, Ind. Dev. Off.
County Hall, Truro
Cornwall, TR1 3BB
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Devon
Jeff Fever, Ind. Dev. Off.
Devon County Council
County Hall
Exeter, Devon, EX2 4QQ
Telephone: Exeter 53205
Telex: 42626 DCDB EX G

Dudley
Graham Jones, Ind. Dev. Unit
Dudley Metro. Borough Council
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West Midlands, DY1 1HF
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Telex: 339831

Durham
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Lee House
Peterlee, County Durham
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Kingston Upon Hull
Robin Dean, M.A. (CANTAB) M.C.I.T., Ind. Dev. Dir.
Kingston Upon Hull City Council
76/78 Lowgate
Kingston Upon Hull, HU1 1HP
Telephone: (0482) 223111 Ext. 2601
Telex: 52531 (Telephones Hull)

Merseyside
John Stopforth, MERCEDO
Merseyside County Econ. Dev. Off.
Merseyside County Council
Tithebarn House, Tithebarn St.
Liverpool, L2 2PH
Merseyside
Telephone: 051-227-5234
Telex: MERCEDO 627110 CHACOMG

Milton Keynes
Commercial Director
Milton Keynes Dev. Corp.
Wavendon Tower, Wavendon
Milton Keynes, MK17 8LX
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Nottingham
Ind. & Comm. Dev. Off.
City of Nottingham
Dept. of Technical Services
Lawrence House, Clarendon St.
Nottingham, HG1 5NT
Telephone: 01144 602 418561
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Plymouth
Graham Jones, Estates Surveyor
Civic Centre, Plymouth, PL1 2EW
Telephone: Plymouth (0752) 668000 Ext. 4161
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Redditch
Andrew Buckman, Dev. Exec.
Redditch Dev. Corp.
Holmwood
Plymouth Road North, Southcrest
Redditch, Worcestershire, B97 4PD
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Telex: Redlaw G 335201

Sheffield
F. R. Swinden, Ind. Dev. Off.
Palatine Chambers, Pinstone St.
Sheffield, S1 2HN
Telephone: (0742) 755215
Telex: 54243 (Ind. Dev.)

Skelmersdale
The Ind. Dev. Off.
Skelmersdale Dev. Corp.
Pennylands
Skelmersdale, Lancashire
WN8 8AR
Telephone: (Skelmersdale) 0695-24242
Telex: 628259 SKEMDC G

Staffordshire
G. L. Greaves, Chmn.
Staffordshire Dev. Assn.
P.O. Box 11, County Bldgs.
Martin St., Stafford, ST16 2LH
Telephone: 011-44-7-853121 Ext. 7370
Telex: 36255

Telford
Joe Boyce, Gen. Mgr.
Telford Dev. Corp.
Priorslee Hall
Telford, Shropshire, TF2 9NT
Telephone: Telford 613131
Telex: 35359 TELDEV G

Warrington-Runcorn
Chief Estates Off.
Warrington & Runcorn Dev. Corp.
P.O. Box 49, New Town House
Buttermarket St.
Warrington, WA1 2LF
Telephone: (0925) 51144
Telex: 627225

Warrington U.S. Rep.
Graydon Assoc.
P.O. Box 566
Red Bank, NJ 07701
Telephone: 201/741-2690
Telex: 299403

U.S. Representatives
William H. Lawson, Pres.
North of England Dev. Council
575 Madison Ave.
New York, NY 10022
Telephone: 212/486-1570

John V. Hagestadt, Director
British Trade Dev. Off.
150 E. 58th St.
New York, NY 10022
Telephone: 212/593-2258
Telex: 126919

SCOTLAND

Cumbernauld
Chief Exec. Brigadier Colin Cowan
Cumbernauld Dev. Corp.
Cumbernauld House
Cumbernauld, G67 3JH
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Telex: 77463

Edinburgh
R. I. Shanks, Ind. Dev. Mgr.
Lothian Region Dev. Auth.
18 St. Giles St.
Edinburgh, EH1 1PT
Telephone: 031-229-9292
Telex: 727586

Fife
Philip G. Hutchinson
Dir. of Physical Plng.
N.E. Fife District Council
County Bldgs., Cupar, Fife

Glasgow
Garrath Le Sueur, Ind. Dev. Off.
Ind. Dev. Unit
Strathclyde Regional Council
21 Bothwell St.
Glasgow, G2 6NJ
Telephone: 041-221-4296
Telex: 777237 Ansa SRC V

Glenrothes
Martin Cracknell, Chief Exec.
Glenrothes Dev. Corp.
Balbirnie House
Glenrothes, Fife, KY7 6NR
Telephone: (0592) 754343
Telex: 727125

Irvine
Brigadier R. A. Rickets, Man. Dir.
Irvine Dev. Corp., Perceton House
Irvine, Ayrshire, KA11 2AL
Telephone: 0294-214100
Telex: Devirv. Irvine 778984
PRESTEL 468 1104

East Kilbride
Dir. of Dev.
East Kilbride Dev. Corp.
Atholl House
East Kilbride, G74 1LU
Telephone: E. Kilbride 41111
Telex: 779141

Lynn Bannister
P.O. Box 4004
New Canaan, CT 06840
Telephone: 203/966-9708

Livingston
James Pollock, Comm. Dir.
Livingston Dev. Corp.
1 Kirk Lane, Livingston
West Lothian, EH54 7AD
Telephone: Livingston (0506) 414177
Telex: 727178

Ian Gray, Dev. Exec.
Scottish Dev. Agency
9 W. 57th St.
New York, NY 10019
Telephone: 212/867-1066
Telex: 126636

WALES

U.S. Representative
W. H. Lawson
Dev. Corp. for Wales
575 Madison Ave., Suite 1006
New York, NY 10022

Cwmbran
R. W. Howlett, Man. Dir.
Cwmbran Dev. Corp.
Gwent House, Town Centre
Cwmbran, Gwent, NP44 1XZ
Telephone: Cwmbran (06333) 67777

Torfaen
Alan Pitts, Chief Tech. Off.
Borough of Torfaen
Council Offices, Hanbury Rd.
Pontypool, Gwent, NP4 6YB
Telephone: Pontypool 2471

Wrexham
The Chief Exec. Off.
Wrexham Maelor Borough Council
The Guildhall, P.O. Box 65
Wrexham, LL11 1AY, C1wyd
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IRELAND

Eoin D. C. O'Sullivan, Dir.
Ind. Dev. Auth. of Ireland
200 Park Ave.
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Ian Walters
Northern Ireland Ind. Dev. Bd.
British Consulate-General
150 E. 58th St.
New York, NY 10155
Telephone: 212/593-2258
Telex: 230 126919

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FREE LITERATURE

Obtain publications and information listed below by circling corresponding number on brochure service reply card.

NEW ENGLAND

VERMONT

1 **State of Vermont** A varied industrial mix, expert economic counseling, seaport access and a dynamic business climate are just a few reasons to locate in Vermont.

MID ATLANTIC

NEW JERSEY

2 **Lakewood, NJ** Brochure describes industrial expansion plans, including development of a new, aesthetically designed industrial campus.

3 **Sayreville, NJ** Minutes from northeast markets, Sayreville offers a skilled labor force, easy transportation access, and a cooperative local government.

NEW YORK

4 **National Fuel, NY** Brochure describes rich financial, tax, labor and energy advantages available in National Fuel's three-state service areas. Ontario info also available.

5 **State of New York** "Made In New York" outlines a host of money-saving incentives. Other brochures describe a rich diversity of lifestyles, exporting opportunities, and business resources in the Empire State.

6 **New York State Electric & Gas** Industrial Cost Guide compares cost of doing business in NYSEG's service area with other parts of the U.S. Detailed studies based on your needs available for further information.

7 **Niagara Mohawk, NY** New York State road map outlines the 24,000 square miles serviced by Niagara Mohawk, and includes data on population density, railroads, colleges, highways and plant location services.

8 **Rochester Electric & Gas, NY** In the heart of one of the nation's most water-rich regions, Rochester offers an abundant supply of clean water and excellent sewer systems.

PENNSYLVANIA

9 **Columbia County, PA** A unique blend of rural living and diverse, expanding industry await you in east central Pennsylvania. Brochure describes incentives and benefits.

10 **Duquesne Light, PA** "Seven Pittsburghs" booklet touches on the qualities that make the western Pennsylvania city unique. Further info on sites, low interest financing, demographics, etc. available on request.

11 **Mifflin County, PA** A beautiful rural setting, access to major east coast markets, and an attractive business climate await you in Mifflin County. Send for more information.

FREE LITERATURE

12 **Oil City, PA** Petro-Tech quadrupled production and doubled employees in just two years in Oil City. Find out what makes the western Pennsylvania city so profitable.

13 **Peoples Natural Gas, PA** (part of the Consolidated Natural Gas System) provides eight key services including site recommendation to firms considering new or expanded facilities in southwestern Pennsylvania.

SOUTH ATLANTIC

FLORIDA

14 **Clay County, FL** offers a favorable labor climate, outstanding schools and a cooperative community attitude. Comprehensive data and one-stop service for site seekers upon request.

15 **CSX Railroads** Construction costs on a representative cross section of industrial buildings and facts on over 5000 sites in 22 states are at your fingertips in free brochure from CSX.

16 **State of Florida** Florida invites you to build your future where the future is. Fact sheets and brochure highlight info on business climate, taxes, manpower, sites and utilities, and more.

17 **Florida Power** A pioneer in energy conservation, Florida Power offers businesses energy audits, time of use rates, load management, curtailable and interruptible rates and co-generation.

18 **Gainesville/Alachua County, FL** offers a complete packet of economic information covering taxes, transportation, labor, financing, utilities, and industrial sites.

19 **Gulf Power, FL** Free brochure covers details of northwest Florida's industrial parks, including transportation, water and energy supply, site size, and current tenants.

20 **Jacksonville International Airport, FL** This profitable and expanding international trade center invites you to grow with it. Annual report describes plans for the future and successes of the past.

21 **Lakeland, FL** Concise brochure gives industrial locators the hard-hitting facts on Lakeland's offerings to businesses . . . like temperate climate, enjoyable lifestyle, and almost limitless water supply.

22 **Mid-Florida, FL** Take a look at a city with one of the brightest futures in America and weigh the advantages of central Florida's taxes, labor conditions and educational system.

23 **Orlando Aviation Authority, FL** Descriptive statistics on the Orlando Tradeport's world class business park offer the site seeker an introduction to doing business in central Florida.

24 **Orlando Central Park, FL** Brochure describes a 4200 acre development including executive, distribution, light manufacturing and commercial facilities.

25 **Osceola, FL** Osceola offers the closest industrial and distribution sites to EPCOT and Disney World and boasts proximity to 70% of Florida's high tech industries. Brochure describes excellent transportation facilities and more.

MARYLAND

128 **Cecil County, MD** A unique business opportunity awaits your firm at one of the last rural communities on the I-95 corridor. Brochure describes.

28 **Howard County, MD** "We could have moved anywhere — but chose Howard County." That describes the attitudes of many smart companies. Brochures describe.

29 **State of Maryland** The incentives have never been bigger in Maryland. Comprehensive publications provide vital statistics on economics, financing, industrial properties and lifestyle. Opportunities for medical products, business partnerships and telecommunications also highlighted.

30 **Montgomery County, MD** offers special incentives to high-tech firms . . . like proximity to the National Institutes of Health and technological training. Write for details.

31 **Riverside Business Park, MD** proved profitable for Mercedes-Benz. See how your firm can prosper too by sending for free brochure.

NORTH CAROLINA

32 **Gaston County, NC** Better machinery has come from Gaston County for over a century. Find out how they can help your company build it better too.

33 **State of North Carolina** "The North Carolina Story" explains why NC has led the Southeast in industrial growth in recent years. Industrial data file contains facts on financing, manpower, transportation, energy, legal aspects and lifestyles.

SOUTH CAROLINA

34 **State of South Carolina** Info package explains taxes, bonds, technical education, and resources centers. Special booklets describe offerings to electronics, robotics and pharmaceuticals industries. Resource brochures also available in Japanese.

35 **South Carolina Electric & Gas** Complete package including info on work force, hourly wages, energy, environment, financing and training will convince you of South Carolina's exceptional opportunities for business.

VIRGINIA

36 **Hampton Roads, VA** Virginia boasts the port that leads the nation in commodity export to foreign markets. Brochure describes why the climate is right for your business in tidewater Virginia.

37 **Norfolk, VA** Booklets available offer testimonials of businesses already prospering in Norfolk. Other information in package includes industrial parks, the downtown area, state and local taxes, and current investments.

38 **Richmond, VA** "Richmond from A to Z" profiles the metro area's markets, labor, taxes, leading industries, etc. Other brochures highlight superb quality of life and graduate engineering programs.

39 **Virginia Beach, VA** Data sheet outlines tax structures, labor, climate, transportation alternatives, sites, municipal services and amenities in Virginia's largest city.

WEST VIRGINIA

40 **Hope Gas, WV** (part of the Consolidated Natural Gas System) will provide confidential services including site recommendation and financing assistance to firms considering new or expanded facilities in West Virginia.

EAST NORTH CENTRAL

ILLINOIS

41 **Central Illinois Public Service** Detailed data folder provides overview of CIPS as well as detailing info on locating in the utility's service area — including market analysis, quality of life, tax climate and major industries.

43 **Commonwealth Edison, IL** Everything you need to grow is available in northern Illinois — including abundant domestic fuels and a steady power supply.

44 **Elgin, Joliet & Eastern** Brochure describes EJE's industrial services and explains the advantages of a "J" location.

45 **State of Illinois** Enterprise zones, site data base, tax climate, and technology are just a few of the many site selection criteria covered in this fact-packed brochure package.

INDIANA

46 **Fort Wayne, IN** Info package contains pertinent information on unique loan programs, financial incentives, labor force and lifestyle.

MICHIGAN

47 **Consumers Power, MI** In-depth information on Michigan cities gives you an eye-opening look at what your competitors may be missing. Personal site selection assistance available to help you find what you need.

48 **Detroit Edison, MI** Service area map and list of industrial parks guide the site seeker to locations in the greater Detroit area. Details on individuals sites available on request.

OHIO

49 **Buckeye Power, OH** Rural electricity is available from cooperatively owned Buckeye Power, who also offers confidential site information on 65% of Ohio's geographical area.

50 **East Ohio Gas, OH** (part of the Consolidated Natural Gas System) provides eight key services including site recommendation to firms considering new or expanded facilities in eastern Ohio.

51 **Mentor, OH** Proximity to Cleveland, abundant water and gas, diverse labor pool, and a complete transportation network are yours in this "comfortable" Ohio city.

52 **Toledo Edison, OH** Centrally located within a two hour drive of the nation's manufacturing core, Toledo gets your shipments there "just in time." Send for descriptive brochure.

53 **Vantage Companies, OH** Westbelt Business Park is within a 600 mile radius of ⅔ of the nation's population — that means market and supplier accessiblity to your company. Write for info.

54 **West Ohio Gas** (part of the Consolidated Natural Gas System) provides information on buildings, sites and confidential services to firms interested in west-central Ohio.

EAST SOUTH CENTRAL

ALABAMA

55 State of Alabama Indexed reference notebook and brochure package tell you why Alabama is highly rated in its development climate.

56 Alabama Power Industrial training and wages, labor laws, taxes and plant financing are highlighted in package describing Alabama's economic offerings.

57 Calhoun County, AL Business climate, government, labor, resources and lifestyle in Calhoun County are worth a look. Booklet package describes.

58 Dothan-Houston, AL Complete fact book on transportation, facilities, labor, taxes, utilities and financing, including highway and railroad maps. 4-color quality of life supplement also included.

59 Merchant's National Bank, AL Alabama is cut out for business — and for transportation, taxes and finance, job training and natural resources as well. Fact-packed kit describes.

MISSISSIPPI

60 State of Mississippi A careful balance between agriculture and industry, excellent transportation facilities and top-notch industrial training programs have contributed to Mississippi's outstanding business climate. Brochures offer details.

61 Mississippi Power Detailed maps highlight Mississippi's industrial facts, including railroads, colleges, waterways systems and airports. Population, education and markets are also detailed.

TENNESSEE

62 Nashville Electric Service Business directory presents a current listing of firms and guides site seeker to diversity of business and lifestyle in Nashville.

WEST NORTH CENTRAL

IOWA

63 Clinton, IA Brochure and plant site fact file introduce the site seeker to the Gateway Area, a prime transportation center for your operations.

64 Iowa Southern Utilities Brochure answers the questions that arise about Iowa during the preliminary site location process.

KANSAS

65 Cloud County/Concordia, KS No need for third party intervention in training your employees . . . north central Kansas offers a highly educated work force that is readily trainable. Send for information package describing other attributes.

66 State of Kansas Data sheets and illustrated brochure offer the site seeker clear reasons to locate in Kansas . . . the state that reached the stars through its difficulties.

67 Kansas Gas & Electric Complete information package gives you the facts you need about south central and southeast Kansas, and new computer service can put you in touch with suppliers and subcontractors statewide.

68 Mid-America, KS Pamphlets describe Mid-America's SBA 503 financing, site selection assistance, and quality of life in the middle of the "Mild Belt."

69 Olathe, KS Find out how financial incentives, easy access to transportation and an ever-increasing labor pool can come together for you in Olathe, the only full service city in a top nationally ranked county.

70 Salina, KS Lifestyle, education, government and business statistics are just a few of the areas covered by Salina's "Gateway to Opportunity" booklet.

71 Winfield, KS Statistical community profile provides overview of life in Winfield. Pamphlet describes attributes of Strother Field airport/industrial park, and fact sheet outlines incentives available in Winfield's enterprise zone.

MINNESOTA

72 Port Authority of St. Paul, MN St. Paul Energy Park offers prime industrial sites with all utilities and an energy-saving centralized heating and cooling system — the first total living environment in a 220 acre industrial park. Send for details.

MISSOURI

73 Columbia, MO Columbia's rare combination of small town convenience and big city opportunity means it is ripe for the picking by a smart company. Brochure gives details.

74 St. Louis, MO A growing base of high-tech firms in a central U.S. location is what St. Louis offers. Brochures describe how your industry can prosper there too.

75 Sedalia, MO Complete industrial info package details pertinent economic data, including labor, recreation, utilities, sites and major employers.

NEBRASKA

76 Omaha Public Power District, NE Omaha has it all turned on with detailed information on all communities in the district's 13-county service area. Aerial photos and studies of available sites on request.

77 Upland Industries, NE Vital statistics on over 30 industrial parks and districts in the central and western states are yours at a glance in Upland's fact pack.

WEST SOUTH CENTRAL

ARKANSAS

78 State of Arkansas A "certified cities program" that guarantees reasonably priced land, on-site water, sewerage, power and fuel and transportation access is just one of the incentives to locate in America's heartland.

LOUISIANA

79 State of Louisiana Boasting the nation's largest world port and the highest value added per production worker, Louisiana consistently leads the country in industrial expansion.

80 Louisiana Power & Light offers incentives to companies interested in the "Profit Belt." Find out why Louisiana is as good for your business as it is for your employees.

81 Plantation Business Campus, LA Brochure outlines aesthetic location with excellent transportation and distribution facilities, pro-business climate, and immediate availability.

82 SWEPCO, LA SWEPCO has been providing growth-minded companies with info on labor, taxes, utilities, transportation and sites for years. Let them work for your company too!

OKLAHOMA

83 State of Oklahoma Color brochure describes why Oklahoma is "the profitable place to be." Manufacturer's guide to taxes and industry climate study also included.

84 Oklahoma Natural Gas Brochure gives reasons why your firm should share in the energy, enthusiasm and enterprise that are available in Oklahoma.

TEXAS

85 Abilene, TX Info books cover data on technical training, labor force, business climate, financial packages and education. "Abilene Sites & Buildings Book" highlights available buildings and industrial parks.

86 Bayport, TX Looseleaf fact notebook explains how to locate in a carefully planned industrial complex near Houston. Send for details.

87 Central Power & Light, TX South Texas industrial data file gives you hard-hitting facts on living and doing business in CPL's service area. Brochure also describes professional plant location services available.

88 East Texas "The East Texas Story" gives a region-by-region overview of the area and offers specific demographics for representative communities.

89 Farmers Branch, TX Fact sheets on transportation, taxes, demographics and industrial sites explain why nearly half of Fortune 500's top companies have located in Farmers Branch.

90 Farmers State Bank, TX has the money and locations your firm needs to be successful in San Antonio, Austin, Houston and Denver. Find out how they can assist you in site location.

91 Gulf States Utilities, TX Free publications tell you how to get in and out of the Houston market and look at the Texas and Louisiana industrial profit picture.

92 InterFirst Bank, TX Brochure and map of the Dallas area briefly outlines transportation, employment, economics and financing in the bank's area.

93 Killeen, TX Brief and informative data sheets explain why Killeen's "got what it takes" for your plant location . . . such as smart business attitudes, climate, financing, and labor.

94 Midland, TX Economic profile highlights lifestyle, economy, demographics, education, government, labor, transportation and utilities.

95 Odessa, TX Data book describes increased business opportunities along the new economic axis of the nation. List of available sites and office space sent on request.

96 Texas American Bancshares Informative brochure explains advantages of locating in the Ft. Worth-Dallas metro region, one of the biggest "building boom" cities in the nation.

97 West Texas Utilities "Heart O' Texas" plant location data book introduces site seekers to industrial information on west and central Texas.

98 The Woodlands, TX 25,000 wooded acres of residential, commercial/industrial and recreational space offers you all the mobility, technology, beauty and livability your company needs to thrive.

MOUNTAIN

ARIZONA

99 Salt River Project, AZ State commitment to high technology, a large pool of technical workers, an engineering research center and a 320 acre research park are just a few reasons why 43% of the manufacturing workers in "Sun Valley" are in high tech.

100 Tucson, AZ Find out why one of the nation's fastest growing employment centers is better for living . . . and for your business. Graphic full-color brochure details life in Tucson.

COLORADO

101 Adams County, CO The advantages of city life mix with the Colorado rural lifestyle in Adams County. Brochure and easy-reference fact sheets offer further info on aggressive development programs.

122 Interlocken, CO An overview of a carefully planned, unique sci-tech business park minutes from Denver and Boulder is yours for the asking.

102 Pueblo, CO Lower labor costs, high productivity, free land, financial packages and more await you in Pueblo — where tomorrow is taking shape today.

103 Transwestern Properties, CO Plug into the new center for America's military space programs — and the accompanying markets for high-tech firms.

NEVADA

104 EDAWN, NV Annual review, wage survey, labor market information, business review and multitudinous industrial pamphlets are available to interested companies from EDAWN.

105 Nevada Development Authority A less taxing lifestyle and dynamic industrial growth await you in the southwest. Literature guides site seeker through steps to establishing a business in southern Nevada.

106 State of Nevada Individual city profile sheets and quarterly review of business and economics introduces you to potential growth for your company in Nevada.

NEW MEXICO

107 Albuquerque, NM Complete brochure kit includes data on energy, transportation, plants and community life as well as an industrial directory of products and available services.

UTAH

108 State of Utah Experience the opportunities available in Utah in "Utah Facts," and eight-booklet package containing info on utilities, human resources, minerals, taxes, etc. Video information available on request.

CALIFORNIA

109 Fresno, CA Free "Fresno Business Prospectus" offers site seeker a guide to locating in a city known for encouraging and supporting businesses.

110 Kings County, CA Midway between Los Angeles and San Francisco, Kings County has the requirements for sound economic growth — manpower, abundant water, desirable market location and attractively priced land. Publications give comprehensive overview.

111 Rancho California, CA Let 35 years of experience in real estate help you relocate in a planned community north of San Diego. Ask for brochure describing KACOR's development.

112 Riverside County, CA Data on 19 cities, taxable sales, building permits, and community profiles are available from a county that welcomes industry.

113 Santa Maria, CA has a proven record of getting new industries into a profitable position faster. Send for information on labor, community attitudes, education, etc.

115 Tenneco/Stockdale, CA A community that reflects urban planning at its best invites you to enjoy the good life — and good business — in California.

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Photo: Peter B. Kaplan

If you still believe in me, save me.

For nearly a hundred years, the Statue of Liberty has been America's most powerful symbol of freedom and hope. Today the corrosive action of almost a century of weather and salt air has eaten away at the iron framework; etched holes in the copper exterior.

On Ellis Island, where the ancestors of nearly half of all Americans first stepped onto American soil, the Immigration Center is now a hollow ruin.

Inspiring plans have been developed to restore the Statue and to create on Ellis Island a permanent museum celebrating the ethnic diversity of this country of immigrants. But unless restoration is begun now, these two landmarks in our nation's heritage could be closed at the very time America is celebrating their hundredth anniversaries. The 230 million dollars needed to carry out the work is needed now.

All of the money must come from private donations; the federal government is not raising the funds. This is consistent with the Statue's origins. The French people paid for its creation themselves. And America's businesses spearheaded the public contributions that were needed for its construction and for the pedestal.

The torch of liberty is everyone's to cherish. Could we hold up our heads as Americans if we allowed the time to come when she can no longer hold up hers?

Opportunities for Your Company.

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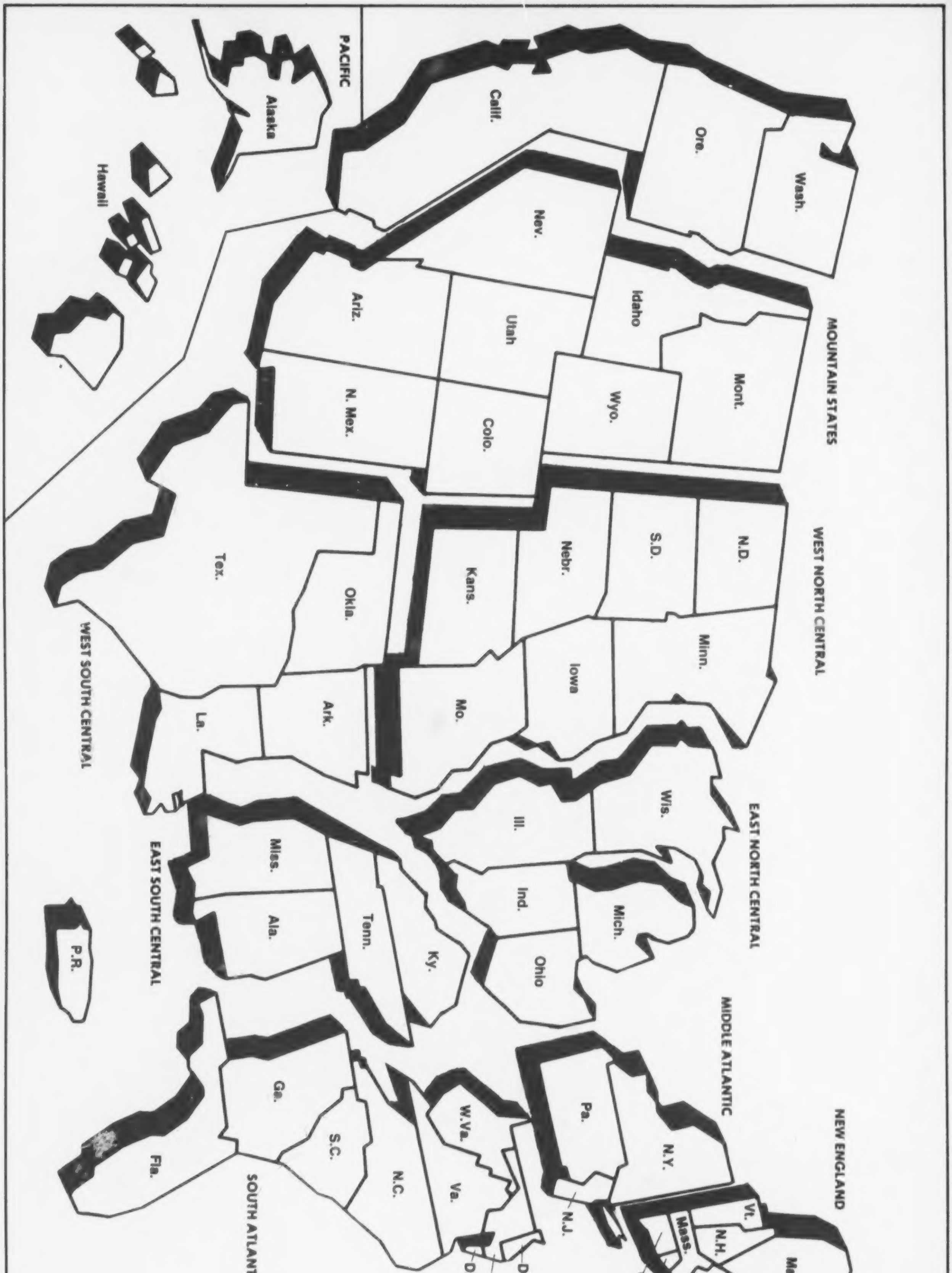
You are invited to learn more about the advantages of corporate sponsorship during the nationwide promotions surrounding the restoration project. Write on your letterhead to: The Statue of Liberty-Ellis Island Foundation, Inc., 101 Park Ave, N.Y., N.Y. 10178.

Save these monuments. Send your personal tax deductible donation to: P.O. Box 1986, New York, N.Y. 10018. **The Statue of Liberty-Ellis Island Foundation, Inc.**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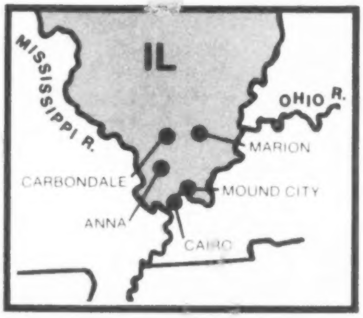
SUCCESS STORY: Southern Illinois

Bulk product terminals ship year-round to world markets



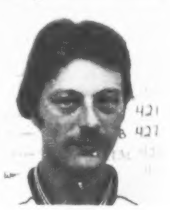
Southern Illinois is a veritable cornucopia. Through its ports and over its highways, railways and waterways the resources of the central United States are funneled to markets around the globe. Here, corn, soybeans, coal, silica, sand and limestone are transferred from truck and train to barge for more economical transport.

Southern Illinois provides the nation's northern-most ice-free and lock-free inland river port facilities for uninterrupted, year-round operations. Here, also at the point of transfer, is the ideal location for bulk processing, assembly and packaging plants.

Here is what local business executives say about the area.

BULK SERVICES, INC.

"The steadily increasing movement of goods throughout southern Illinois to the inland river corridor will have an important role in the future economy of the area.



Keith Lentz,
Manager
Bulk Service, Inc.
Mound City, IL

"Look out there on the river. Almost everything moving out of the north to the Gulf of Mexico passes through or by these ports at the tip of Illinois. Three days after shipments leave here by barge, they're ready to be loaded aboard a freighter.

"That makes the relatively undeveloped river sites here the logical spot for processing bulk products. One company has built a large plant to produce oil and meal from soybeans. We hope to see more such plants in the future."

BEHIMER & KISSNER, INC.

"These port areas should appeal to any company involved in the trans-shipping or processing of bulk products.

"We're located at the confluence of the Ohio and Mississippi rivers . . . the very heart of the inland waterway system. These rivers are ice-free and without locks from here to New Orleans.

Roger Dowdy
Manager
Behimer & Kissner, Inc.
Mound City, IL

"This is an important juncture for rail, highway and water transportation. A company looking for ways to cut transportation costs and a place to locate a bulk processing plant couldn't find a better area than this. We've cut costs and increased profits. What more can you ask?"

LOUISIANA DOCK CO.

"My company couldn't have found a better area for this operation. We provide above-water maintenance and loading service for barges, then clean and convert them for alternate cargoes.

Al Pannier
Manager
Louisiana Dock Co.
Urbandale, IL

"There is a potential here for containerized transfer facilities as well as for bulk product handling. When things north of here freeze up, shippers bring everything down here by rail for transfer to barges. This place gets even busier then . . . sometimes the backlog is heavy. This is *the* alternative winter port.

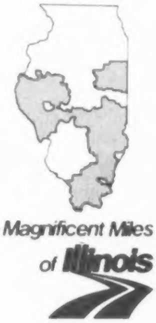
"Finally, a great climate for business also makes a great climate for people. This is a fine place to settle a family."

GET MORE INFORMATION

Want more reasons why new businesses locate in Southern, Eastern and Western Illinois? Want more information on available buildings and sites? Want 1980 census demographics on individual communities, counties or an entire region?

For confidential assistance without obligation, contact Ray Rakers, Economic Development Coordinator, Phone 217/525-5243.

CIPS serves a total of 579 communities with electricity and/or natural gas in Southern, Eastern and Western Illinois.



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CENTRAL ILLINOIS CIPS
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"In Oklahoma... We Built It Right, Right From Scratch."

Joe Cox, president, Centrilift-Hughes, checking with John Bywaters who is spooling copper magnet wire for manufacturing electric submersible motors at the Claremore, Oklahoma plant manufacturing electric submersible pumps, variable speed drives and downhole electric cables for use by oil and gas producing companies.

In 1979 when we were taking Centrilift from a product line into a separate company we decided to locate it in Oklahoma. It was one of the best decisions we ever made. We've never been more welcome nor had an easier operation to set up and bring into top production.

For the initial 250 openings we received over 2,500 applications in three weeks. This was at a time when unemployment in Oklahoma was the lowest in the nation. They were all good quality people, looking to upgrade themselves by learning new skills.

Oklahoma Vo-Tech helped us recruit our work force, establish and equip a training center, design our training courses and train our supervisors as instructors.

From the beginning we knew we could get and keep a full qualified workforce if we trained and treated them right.

It's now five years later and that's exactly how it worked out.

J.L. Cox
President, Centrilift - Hughes Division
Hughes Tool Company

Oklahoma

The Profitable Place To Be

For full information about Oklahoma's 39 Vo-Tech training centers, complete with latest equipment, including CNC, write in confidence to: Director, Industrial Division, Oklahoma Department of Economic Development, Suite 217, P.O. Box 53424, State Capitol Station, Oklahoma City, OK 73152 Phone 405-521-2401

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